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The
CHEMIST AND DRUGGIST

Established 1859 28 Essex Street, Strand, London, W.C.2. *Registered as a Newspaper*

No. 2730
VOL. CXVI.

JUNE 4, 1932

Annual Subscription (with Diary) 20/-. *Single Copies* 9d.

SENNA

Our London stocks include all grades of Alexandrian Pods, leaves and siftings—direct shipments from our own growers—and an extensive range of Tinnevelly leaves and Pods

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JOHN RONALDSON & CO.
Senna Importers
15 SEETHING LANE, LONDON, E.C.3
ESTABLISHED 1858

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A Line for Chemists only

Good supplies of window and counter display material are sent with each bonus order.

SOME shaving soaps may be bought anywhere — barbers, ironmongers, one-price stores, grocers and even newsvendors. But Parke-Davis Shaving Cream can be bought only from chemists, for it contains mercuric iodide.

This "chemists' shaving cream" deserves and receives unstinted pharmaceutical recommendation—there is no better shaving preparation on the market.

Moreover, it is a profitable line especially when bought on the exceptional terms now offered.

Support the "chemists' shaving cream." Buy a bonus lot to commence with. Particulars of the special offer will be sent on application.

M.R.P.
1/6
per tube

PARKE-DAVIS Shaving Cream

PARKE, DAVIS & CO., 50 Beak St., London, W.1. Laboratories: Hounslow, Mx. Inc. U.S.A., Liability Ltd.

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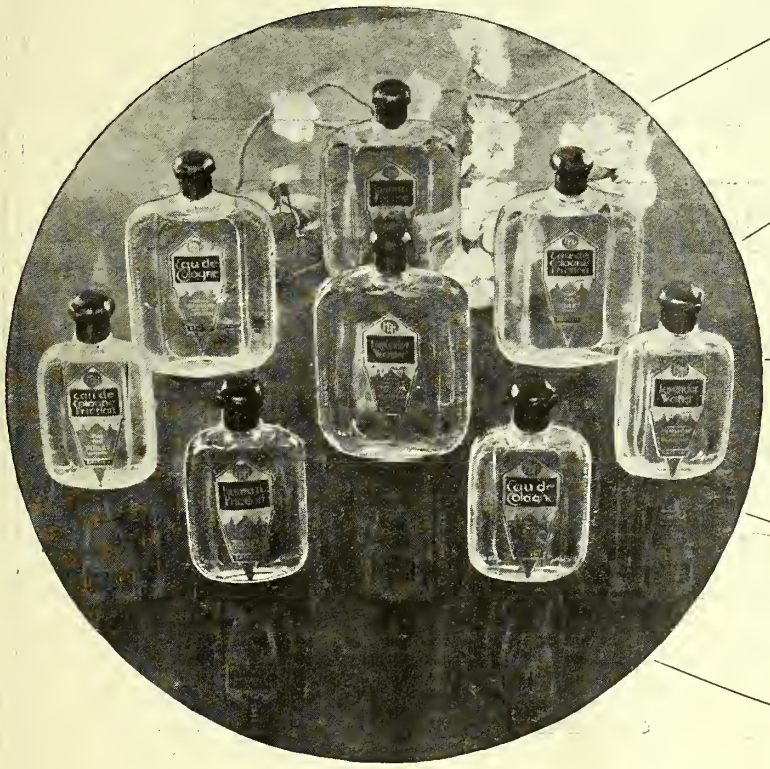

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COLOGNE FRICTION

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CREME EMOLLIENT
(An Ideal Sunburn Cream)

No Iso or Strong smelling alcohols
Made for chemists' trade only
Attractive bottles and up-to-date labels
Products of our own perfume laboratory
Extremely reasonable in price

HIRST, BROOKE & HIRST LTD.

SHEEPSCAR WORKS
LEEDS

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Send this coupon for free sample and prices

To HIRST, BROOKE & HIRST, LTD.
Sheepscar Works, LEEDS.

Please send free sample flask of ..... and your prices for
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Name.....

Address.....

C.D.

A A

THE CHEMISTS' DERBY

SANGERS WIN THE GREAT RACE FOR SERVICE

The Chemists' House for the Chemists' Wants

SANGERS LTD.

258 EUSTON ROAD, LONDON, N.W.1

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BRISTOL
40-41 Redcliff Street

NEWCASTLE-ON-TYNE
Old Infirmary Buildings

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BRITISH MADE

TANGEE LIPSTICKS, ROUGES AND OTHER TANGEE BEAUTY PREPARATIONS ARE NOW MADE IN ENGLAND BY LUFT-TANGEE LTD. WORKS : PIMLICO, LONDON.

NEW, LOWER PRICES

TO THE TRADE

MORE PROFITS FOR YOU

This important announcement means no change of price to the consumer but every sale of Tangee will bring bigger profits to you. The new prices are as follows :

	Retail	Wholesale
TANGEE LIPSTICK	4/6	36/- doz. nett.
TANGEE COMPACT ROUGE ...	3/6	28/- ,, ,,
TANGEE CREME ROUGE ...	4/6	36/- ,, ,,
TANGEE FACE POWDER ...	4/6	36/- ,, ,,
TANGEE NIGHT CREAM ...	4/6	36/- ,, ,,
TANGEE DAY CREAM	4/6	36/- ,, ,,
TANGEE MIDGET LIPSTICK ..	6d.	48/- gross ,,
TANGEE PURSE-SIZE POWDER ...	6d.	48/- ,, ,,

Tangee is now advertised in these leading magazines : "Tatler," "Sketch," "Woman's Journal," "Good Housekeeping," "Modern Woman," "Woman & Home," "Woman & Beauty," "Nash's Magazine," "Britannia & Eve," "Miss Modern," "True Story Magazine."

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Butler and Crispe offer Chemists a service of unequalled value for Prompt delivery of all orders to any distance by the quickest route. Town deliveries by motor, provincial also by motor over wide area. Rail orders despatched same day as received. Let us have your enquiries.

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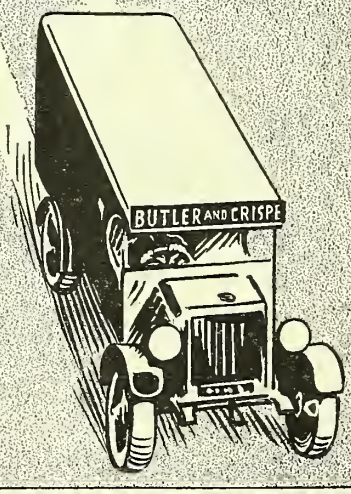

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THE SMARTEST DELIVERY SERVICE IN ENGLAND

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(2 lines).

Reliable House for all
Pharmaceutical Preparations
and for Personal Service

Concentrated Waters.
Concentrated Infusions.
Essential Oils.

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B.P. Tinct. Aqueous Tinct.

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Levigated Ointments.
Syr. Glycerophos. Co.

"Silver Churn" Dairy Specialities

MANCHESTER

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THE CHEMISTS' MOST POPULAR INSECT POWDER

Advertising Slogan
"GET IT FROM YOUR CHEMIST"

SECTO

SECTO

SELL "SECTO" THIS SEASON
——IT PAYS

RETAIL
4d. 6d. 1/- 3/- & 5/-
TINS

Liberal Trade Terms
Excellent Showmatter

CUPAL LTD.
Manufacturing Chemists
BLACKBURN

'Phone : Blackburn 6073

'Grams : "Cupal, Blackburn."

THE MOST GENEROUS SPECIAL OFFER TO THE TRADE EVER MADE BY TOKALON

GUARANTEED

75% PROFIT FOR YOU

We are Prepared to Pay you Generously to Make a SPECIAL SUMMER PUSH on Poudre and Creme Tokalon.
The Standard Parcels opposite show you a profit on cash invested of 69% and 75%.
We are spending twice as much as usual on Advertising these lines during June.
To reap the full benefit, get in your window at once the attractive show material sent free with Every Order.

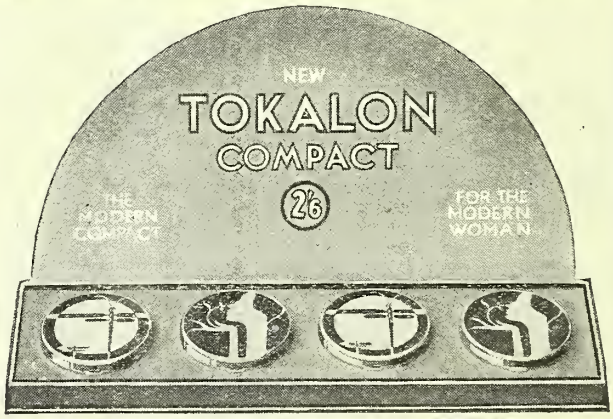
FREE

A HANDSOME PRESENT WORTH 10/-

THIS HANDSOME DISPLAY SET OF 4 INLAID COMPACTS (Black and Silver) RETAIL VALUE 10/-.

In addition to the FREE GOODS included in each parcel to every Dealer who orders Parcel No. 1 or more than one Parcel No. 2.

The Present 2-in. Refills (Retail 1/- each) Fit this new Compact.



OFFER DEFINITELY CLOSES 18th. JUNE

Order Now

Tokalon is 100% BRITISH

BIG EXTRA PROFITS ON CREAM & POWDER

STANDARD PARCELS WITH FREE GOODS

75% PROFIT

No. 1

£5 - 1 - 5

		Trade £ s. d.	Retail £ s. d.
4 doz. Poudre Tokalon	6d.	18 0	1 4 0
3 ,, ,, ,,	1/-	1 7 0	1 16 0
½ ,, ,, ,,	1/6	6 9	9 0
3 ,, Van. Skinfood	6d.	13 6	18 0
2 ,, ,, ,,	1/-	18 0	1 4 0
1 ,, ,, Cream	10d.	7 6	10 0
1 ,, Biocel Skinfood	1/3	11 3	15 0
1 ,, ,, ,,	6d.	4 6	6 0
⅓ ,, Standard Compts.	1/3	3 9	5 0
⅓ ,, De Luxe ,,	1/9	5 3	7 0
		5 15 6	7 14 0
*Less 10% Display Allowance		11 6	
		5 4 0	
,, 2½% Cash Discount (for prompt settlement)		2 7	
		5 1 5	
FREE GOODS:			
1 doz. Poudre Tokalon	6d.		6 0
1 ,, ,, ,,	1/-		12 0
1 ,, Van. Skinfood	6d.		6 0
Retail Price			8 18 0
Cost Price			5 1 5
			3 16 7

YOUR PROFIT 75.51% on outlay

69% PROFIT

No. 2

£2 - 11 - 8

		Trade £ s. d.	Retail £ s. d.
1½ doz. Poudre Tokalon	6d.	6 9	9 0
2 ,, ,,	1/-	18 0	1 4 0
1½ ,, Van. Skinfood	6d.	6 9	9 0
1 ,, ,, ,,	1/-	9 0	12 0
½ ,, ,, Cream	10d.	3 9	5 0
½ ,, Biocel Skinfood	1/3	5 8	7 6
½ ,, ,, ,,	6d.	2 3	3 0
¼ ,, Standard Compts.	1/3	2 10	3 9
¼ ,, De Luxe ,,	1/9	3 11	5 3
		2 18 11	3 18 6
*Less 10% Display Allowance		5 11	
		2 13 0	
,, 2½% Cash Discount (for prompt settlement)		1 4	
		2 11 8	
FREE GOODS:			
1 doz. Poudre Tokalon	6d.		6 0
½ ,, Van. Skinfood	6d.		3 0
Retail Price			4 7 6
Cost Price			2 11 8
			1 15 10

YOUR PROFIT 69.35% on outlay

*If you are not receiving this Display Allowance, write for particulars.

A HANDSOME PRESENT—VALUE 10/-

to Every Dealer who Orders Parcel No. 1 or more than One Parcel No. 2.

TOKALON LTD., Chase Road, LONDON, N.W.10

ORDER FORM

SPECIAL OFFER ORDER

PLEASE SEND:

*..... No. 1 Standard Parcels

*..... No. 2 Standard Parcels

** Insert number of Parcels required*

Rachel and Natural shades of powder (equally divided) will be supplied unless otherwise specified.

ORDER *NOW* YOUR OTHER REQUIREMENTS TO BE INCLUDED WITH SPECIAL OFFER ORDER FOR WINDOW DISPLAY TERMS.

	Dozen
1/6 Pots Vanishing Skinfood	.....
2/0 Pots Biocel Skinfood	.....

	Rachel Doz.	*Natural* Doz.	*Rachette* Doz.	*Ochre* Doz.	*White* Doz.	*Pink* Doz.
9d Standard Refills	.....	.....	.....	.....	.....	.....
1/0 De Luxe Refills	.....	.....	.....	.....	.....	.....
1/6 Poudre Tokalon	.....	.....	.....	.....	.....	.....

ALL ABOVE SUBJECT USUAL DISPLAY ALLOWANCES AND CARRIAGE PAID TERMS.

If you want goods invoiced through Wholesaler give name and address :—

.....

.....

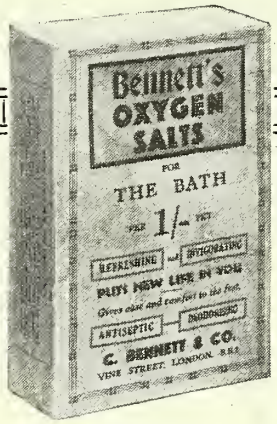
Name .....

Address .....

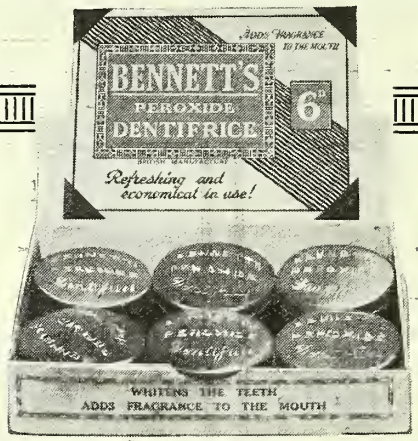
In return for the Bonus Goods, I undertake to make a Special Prominent Display of Tokalon in my window and on my counter for at least 21 days.

ATTRACTIVE LINES FOR QUICK SALE

There's 50% profit for you on these lines



BENNETT'S
OXYGEN SALTS
Size 8″ × 4″. Wrapped in Green Silverine.
Best Quality Perfume.
8/- doz. 14 to the doz.



PEROXIDE DENTIFRICE
12 tins in Counter Show Box.
4/- doz. 14 to the doz.

From your usual Wholesaler, or direct. Delivery free London area. C.P. £5 Provinces.

MARIENBAD
SLIMMING SALTS
Size 8″ × 4″. Wrapped in Tango Silverine.
20/- doz. 14 to the doz.

C. BENNETT & CO., VINE STREET, LONDON, S.E.1

YOU MAY WANT TO

Buy a Business, Sell a Business, Secure an Agency, Engage an Assistant, Procure a Situation, or Sell Odd Lots of Chemists' Requisites

If so, you can do it quickly and satisfactorily by an advertisement in

THE CHEMIST & DRUGGIST SUPPLEMENT

This is the Tariff :

Businesses Wanted and for Disposal, Premises to Let, Goods for Sale, and Agencies : 6/- for 50 words ; every additional **10** words or less, **6d.**

SITUATIONS OPEN : 6/- for **40** words ; every additional **10** words or less, **6d.**

SITUATIONS WANTED : 2/- for **18** words ; every additional **10** words or less, **6d.**

Legal Notices, Tenders, Auctions, and all specially spaced announcements : **1/3** per nonpareil line (12 lines = 1 inch single column).

Miscellaneous (Wholesalers') Section, for odd and second-hand lots : **10/-** for **60** words ; **1/-** for every additional **10** words or less.

EXCHANGE COLUMN (for Retailers, etc.): **Twopence** per word, minimum **2/-**

BOX NUMBER.

In each case replies may be addressed to a registered number or nom-de-plume, c/o this office, **at a charge of 1/- extra** for each advertisement.

Address all communications to

THE PUBLISHER
THE CHEMIST & DRUGGIST
28 Essex Street, London, W.C.2

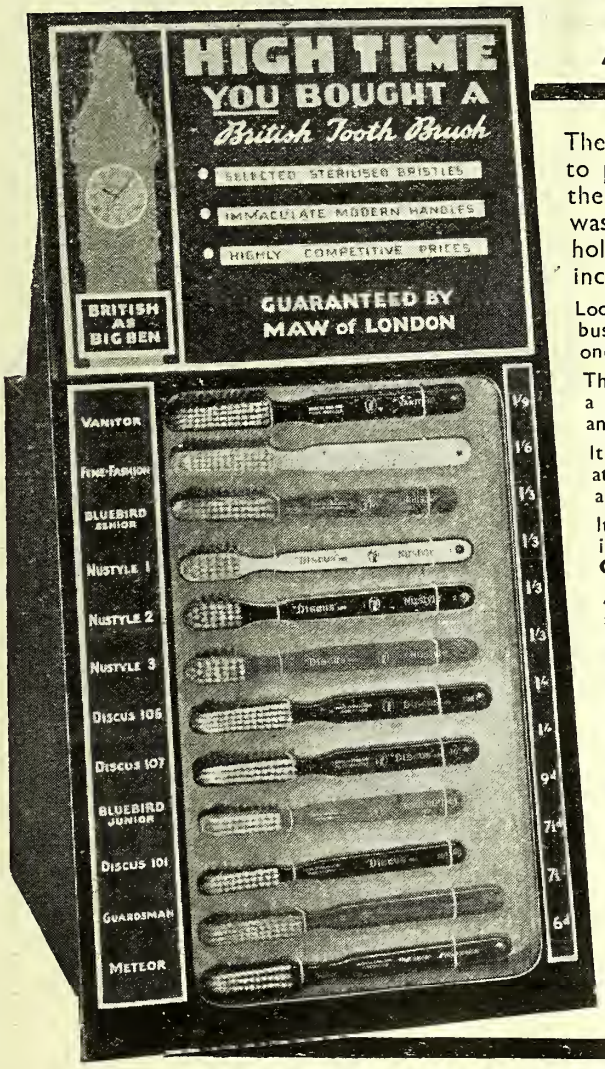
Telegrams : "Chemicus, Estrand, London" (2 words)

Telephone : Central 6565 (8 lines)

QUICK SALES

QUICK SERVICE

73% PROFIT ON COST



There was never such urgent and dire need to protect your tooth brush business from the attacks of outside competitors. Never was it more vitally necessary to keep your hold on this regularly repeating and constantly increasing business.

Look to the future: see that your tooth brush business does not go the way of other lines which once belonged wholly to the chemist.

The High Time Tooth Brush Case will help you to put a wall round your tooth brush business; to capture and to hold tooth brush customers for good.

It keeps a fine range of splendid tooth brush patterns at prices from 6d. to 1s. 9d. before your customers and it helps you to make **QUICK SALES.**

It keeps your stocks immediately accessible in the inbuilt stock cabinet, and so enables you to give **QUICK SERVICE.**

And, as well as ensuring future business, on every sale you make an immediate profit which makes High Time business really worth doing—**73% ON COST.**

Yours free of all cost with an order for 1 gross assorted tooth brushes costing only £4-8-0.

MODERN QUICK SELLING SILENT SALESMAN OF POLISHED WOOD, WITH INBUILT STOCK CABINET.

Occupies only 10½″ × 11½″—less than one square foot of counter space.

BRUSHES AT REGULAR WHOLESALE PRICE—NO CHARGE FOR CABINET.

BRITISH MADE—BRUSHES & CASE

MAW · LONDON & BARNET

NEW 'ASPRO' WINDOW DISPLAY

Printed in full colours, attention compelling, and worthy of a central position in your window.

NOW READY

CUT OUT COUPON AND OBTAIN ONE

Another 'ASPRO' window show is ready. We think you will agree that it is well up to our usual standard, if not even more attractive. It radiates life and cheerfulness and should be a good business-getter when displayed in your window. Continuous Newspaper publicity is being inserted in over 300 papers so you will obtain the full advantage of this advertising pull as soon as you put one of these attractive shows into your window.

IT PAYS TO DISPLAY WIDELY ADVERTISED LINES IN YOUR WINDOW

THE REASON WHY

A careful analysis of sales of well advertised lines based on a live and let live profit similar to 'ASPRO' when compared with a number of non-advertised lines showed that when these two classes of goods were given window shows by retailers the sales and net profits of the advertised lines were far away above the non-advertised lines. Therefore the chemist who reserves his window space for advertised goods obtains the maximum customer pull into his shop and obtains maximum sales and maximum profits. Why not cut out the coupon below and obtain a free window show and prove it for yourself?

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents:
GOLLIN & Co. Pty. Ltd.
('Aspro' Dept.), SLOUGH, Bucks.
Telephone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula.

Made by ASPRO LTD., SLOUGH, ENGLAND.

'ASPRO' REG. TRADE MARK

COUPON

To Gollin & Co. Pty. Ltd. ('Aspro' Dept.)
Slough Trading Estate, Slough, Bucks.

Dear Sirs,

Please send me post free one of your new window displays.

My Name is .....

My address is (Street) .....

(Town) ..... (County) ..... C.

Announcing —

ORALITE DENTURE SOAP

A NEW ORAL CLEANSER

which

1. Cleanses, sterilises and sweetens all artificial dentures.
2. Whitens the natural teeth, removing all film and tartar.
3. Sweetens the breath and deodorises the entire oral cavity.
4. Kills all Disease Germs and sterilises the mouth.

ORALITE DENTURE SOAP was primarily introduced for cleansing and preserving the delicate tint of dentures made from

"ORALITE" Regd.

THE WORLD'S FINEST DENTURE MATERIAL

ORALITE DENTURE SOAP is an excellent antiseptic and cleanser for natural teeth and its use has a definite tonic effect on the gums, without irritating the most delicate tissue ; by its use the oral cavity is very efficiently sterilised and all bacterial growths eradicated.

Be Prepared —

Dentists all over the world are now using, and recommending their patients to use ORALITE DENTURE SOAP. Don't fail to take advantage of our

SPECIAL INTRODUCTORY OFFER

For 6/- cash with order we will send

8 tablets Oralite Denture Soap to retail at 10½d. each.
4 tablets in containers to sell at - - 1/3 each
and display matter.

These sell for 12/-, and cost 8/-, less bonus of 2/- for display, thus

YIELDING A CLEAR PROFIT OF 50%

This offer is only open for a short period.

THE ORALITE CO., LTD.
THORNTON, BLACKPOOL, ENG.
Telephone : Cleveleys 280.

THE HOUSE FOR

DRUGGISTS' SUNDRIES

SURGICAL SUNDRIES
HOT WATER BOTTLES
B.P.C. DRESSINGS
TOILET BRUSHWARE

TRADE BMW MARK
DEPENDABLE

SPECIAL ALL GLASS
SPRAYS. R.J.R. SERIES
LETTERED DELF JARS
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ELASTIC HOSIERY

BRITTON, MALCOLM & WAYMARK, LTD.
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Telephone: Waterloo 1442 (2 lines)

Near Southwark Bridge, South Side of River.

Telegrams: "Clinbritic, Boroh, London."

THE LEADING ALL-BRITISH POWDER BOXES

A large variety of exquisitely finished models—Nickel, Gilt, Silver, Enamel, Lacquer

From all Wholesalers.

Blackmore, Howard & Metherell, LIMITED
53 Hatton Garden, London, E.C.1

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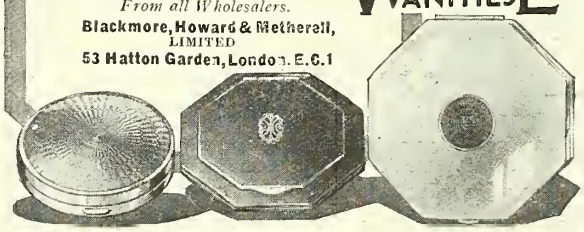

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OILAFIX

Here is a new composition—quite apart from Jackel's Original Hair Cream, and not a competitor—specially prepared to meet an actual demand for an oily preparation.
Already Oilafix has made a hit and we recommend you to stock it, together with the Original Jackel's Hair Cream.

OILAFIX *Trade Terms:*
12/- per doz., retailing at 1/6 per bott.
20/- per doz., retailing at 2/6 per bott.
JACKEL'S HAIR CREAM
11/6 per doz., retailing at 1/6 per bott.
18/- per doz., retailing at 2/6 per bott.

JACKEL et CIE (of Paris) Ltd.
GLASGOW, C.2
London Agents: THE PHIL-SANO Co., Ltd., Craven House, Kingsway, W.C.2

IMPORTANT

Turknit Face Cloths
TRADE MARK REGISTERED

CAN NOW BE OBTAINED
FROM YOUR USUAL WHOLESALER

Advertisements advising the public will shortly appear in leading periodicals appealing to women

AYRTONS
AND THE
IRISH FREE STATE

AYRTON, SAUNDERS & CO., LTD., *is a name which has been familiar in* IRELAND *for generations. It will please our clientele to know that premises have been acquired in Dublin, in order that the* AYRTON *service, which for more than sixty years has appealed to* IRISH PHARMACISTS, *may be continued and developed.*

Necessary repairs, alterations and equipment are already in progress and within a few weeks AYRTONS *will be fully equipped at—*

48 North Lotts
Dublin

Established 1868

Established 1868

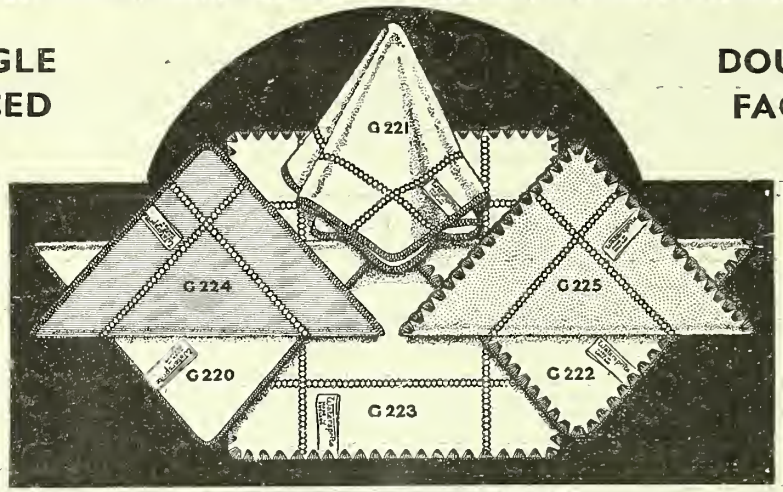
For the present all orders and communications should be addressed to:—

AYRTON, SAUNDERS & CO., LTD. LIVERPOOL

SINGLE FACED

DOUBLE FACED

FROM 3/6 PER DOZEN



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IN HANDSOME DISPLAY CARTONS

Waterspritе Regd.
MADE IN ENGLAND

FOR COUNTER OR WINDOW DISPLAY

SOLPORT BROTHERS LIMITED

184-192 GOSWELL ROAD, LONDON, E.C.1.

You'll sell even MORE Anzora now

With the NEW Screw Top!

The new Anzora cap will mean new Anzora customers. A twist and the cap is off, a turn and it is securely on again. So simple and much more satisfactory than a cork. See that your stock can meet the increased demand and fill up your shelves with this big profit Hair-fixative.

TRADE TERMS

Small size, retailing at 1/- each 8/- a dozen
Medium size, retailing at 1/6 each 12/- a dozen
Large size, retailing at 2/6 each 20/- a dozen

ANZORA CREAM & VIOLA
BOTH MASTER THE HAIR

ANZORA PERFUMERY CO., LTD. London, N.W.6

G. B. KENT & SONS, LTD.

Are known the World over as the Largest Manufacturers of

BEST BRITISH BRUSHES

Please write for full Particulars to:
75 FARRINGDON ROAD, E.C.1

TO GET
INTO DIRECT TOUCH
with the best buyers of Drugs, Chemicals, and allied products
ALL OVER THE WORLD
use regularly the publicity service afforded by
THE CHEMIST & DRUGGIST

"LIVE" DISTRIBUTORS

WANTED BY

HIGH-CLASS PERFUMERY HOUSE

to take over the distribution throughout Great Britain of their

PERFUMERY, TOILETRIES AND BATH ACCESSORIES

— INCLUDING —

FACE POWDER
BEAUTY CREAMS
PERFUME
BATH SALTS
BATH POWDERS
ETC.

Liberal Profits to Distributors ; Attractive Discounts to Retailers ; Really High-Class Preparations, Elegantly Presented, at Prices to suit the present economic level.

This proposition offers an outstanding opportunity to an established firm enjoying the entrée to CHEMISTS, LADIES' HAIRDRESSERS, STORES, &c., and able to introduce the line nationally.

Interested parties are invited to write, in the first instance, to—

SAMUEL DEACON & Co., Ltd., 5-7 St. Mary Axe, London, E.C.3

BRYLCREEM
The Perfect Hair Dressing

1929 1930 1931

Sales

— *AND*

BIGGER STILL IN 1932

Take YOUR Share

Year by year **BRYLCREEM** sales rise by leaps and bounds. It is a line which brings big profits to every man who handles it. **BRYLCREEM** is the original "no gum, no flake" hair fixative. It fixes the hair in any position without "gumming" it, imparts just the right degree of gloss, encourages natural waviness, and never deteriorates. **BRYLCREEM** is the ideal hair tonic and restorative—purchased, proved, and recommended by hundreds of thousands of satisfied users. Every week millions of additional men are hearing about **BRYLCREEM** through a continuous and **wide-spread press advertising campaign.** Get your full share of this profitable business which is being created—put **BRYLCREEM** where your customers can see it—in your windows.

BRYLCREEM
The Perfect Hair Dressing

The COUNTY PERFUMERY COMPANY
BRADFORD STREET, BIRMINGHAM *Sells*

Olde English Lavender

The fragrance and delicacy of Cusson's Olde English Lavender Soap, added to low price, are thoroughly appreciated. Chemists everywhere are repeating their orders . . . which prompts us to assist them with a really attractive display piece. It is 18 inches high and opens to 29 inches by 3½ inches. In full colours.

Stockists who have not yet received a display piece should write for one to-day. Those making an initial order will receive the display with delivery.

SPECIAL BONUS SCHEME

Add to your profit on Cusson's Specialities with our Special Bonus Scheme. Send us a postcard for details.

Packed in 12's for counter display and in 3's at 6d. per box.
Carries a generous profit for the Chemist.

Retailing at 2d PER TABLET

C.L.2

CUSSON'S, KERSAL VALE . . MANCHESTER

SEND FOR THIS NEW DISPLAY STAND

CORNOL
BRAND
CORN REMOVER

Neat, elegant, and most effective sales aid—this NEW DISPLAY STAND takes up little room and makes a striking display in any window.

This is the season when "Cornol" sells. A display means money for you. Take advantage of our SPECIAL OFFER.

BONUS OFFER

		Cost	Sells for
3 dozen 1/3 "Cornol" Brand Corn Remover	at 11/6	£1 14 6	£2 5 0
1 dozen FREE - - - - - - - -		—	15 0
Less 5% One Month - - - - - - -		1 9	—
		£1 12 9	£3 0 0

You spend £1 12s. 9d. You get back £3 0s. 0d. That is £1 7s. 3d. Clear Profit.
This means nearly 7d. Profit on every Bottle.

THOMPSON & CAPPER WHOLESALE LTD.
MANESTY BUILDINGS, COLLEGE LANE, LIVERPOOL

WHO WON THE DERBY TWO YEARS AGO?

Blenheim—quite right. But who was second? You can't remember for certain.

It is like that in business—only the winners are remembered.

And to make winners is the main function of press advertising —not by adding one jot of value to any product (that is not its function), but by giving a good product a good start, the inside position from which to take the lead, and the classic form which, having secured the lead, can hold it over a hard fought course to a winning finish.

Issued by the Institute of Incorporated Practitioners in Advertising in conjunction with the Federations of Master Process Engravers and Master Printers, etc.

IT PAYS TO ADVERTISE

THE HOUSE OF EDWARDS

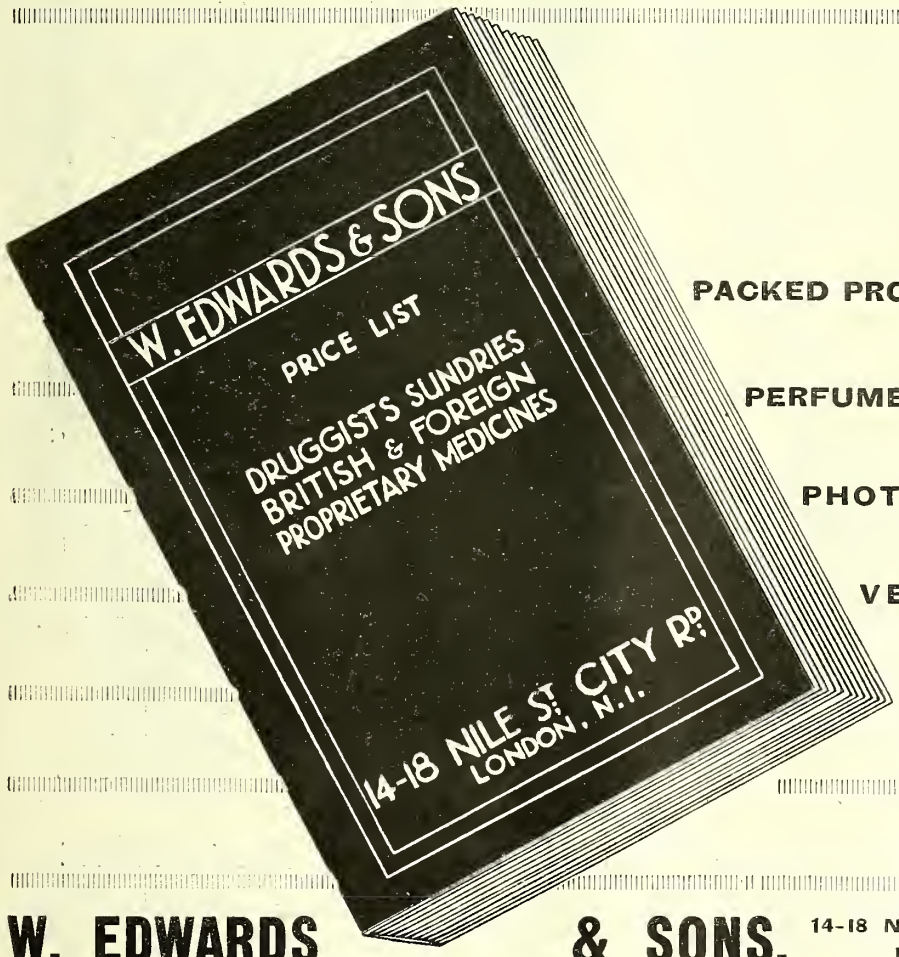
is always at your immediate

SERVICE for all requirements.

Long experience has given us a

PRESTIGE which is a guarantee to Chemists

that their interests will always be considered.



PACKED PROPRIETARIES

PERFUMERY & TOILET

PHOTOGRAPHIC

VETERINARY

SURGICAL

W. EDWARDS & SONS, 14-18 NILE ST., CITY ROAD LONDON, N.1

You wash dainty garments at home, why not freshen up their colours?

The things that you wash yourself are those that you care for most. Dainty underthings, nightdresses, summer frocks or your own pet furnishings. Keep their colours fresh and bright too by tinting them with Drummer Dyes or change their colours to follow a newer fashion. With Drummer it's as easy to dye as to wash.

DRUMMER DYES

Never say Dye— say Drummer

Edge's—Bolton

the directions on the packet.

Practical advertising that will increase the demand for Drummer Dyes

Above is a reproduction of one of the current advertisements for Drummer Dyes. This practical advertising will help retail distributors by persuading women to do more home-dyeing.

EDGE'S—BOLTON

DDT 6-54

SAFE FOR GREY HAIR

Safe for customer satisfaction

Safe for repeat business

THE ALL-BRITISH PRODUCT

Order from your usual Wholesaler

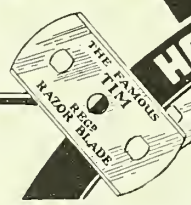
Nuctone

SAFE FOR GREY HAIR

SELL AT 1D. EACH

TIM

HAND-HONED BLADES



4'9 PER GROSS

Competition Absolutely Defied!

Here is a blade you can recommend with confidence and sell with ease

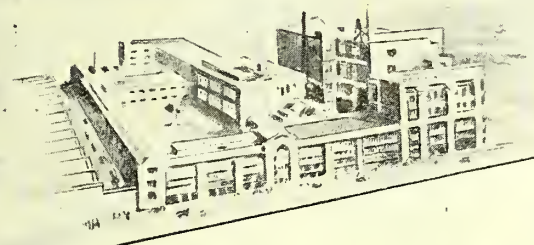
The Finest Steel—
—Scientifically Honed

Send for Sample.

Dept. C.D., S. KALISKY (Aldgate) Ltd.
146 THEOBALD'S ROAD, LONDON, W.C.1.
and at 16 WITHY GROVE, MANCHESTER.

Potter & Clarke

LIMITED



CASCARA BARK

Liquid Extract of Cascara

Granulated Extract of Cascara
for tablet makers

Cascara Tablets
packed and in bulk

'Phones: Bishopsgate 4761, (5 LINES) Grams: Horehound, 'Phone, London.

60-64 ARTILLERY LANE, LONDON, E.1.
MANCHESTER: 24 Luna St., Gt. ANCOATS.

Here's a practical suggestion for EXTRA PROFIT

The New MartinMilk Display Stand takes only 12 inches of window space, and reminds all dog owners at a glance why they need MartinMilk for their dogs.

MartinMilk

is sold in tins only, at 1/8d.

Trade: 15/6d. *per dozen.*

Complete mixing instructions and feeding table are on the **outside** *of each tin. Easy for reference, no loose papers to be lost or mislaid.*

DOG owners in all parts of the country have received and tested samples of MartinMilk included in the Introductory Sample Box offered in every packet of Bob Martin's Condition Powders sold during the past two months.

The rapidly-increasing demand for MartinMilk resulting from these samples is bringing really big sales, and the new MartinMilk Display Stand in the window of your Pharmacy will make sure that you get your full share of these *extra* profits from dog owners in your district.

MartinMilk is a steadily-moving, easily-sold line all the year round, and every Pharmacist who sells Bob Martin's Condition Powders should certainly make the most of this additional source of profit, and take a trial order of one dozen tins of MartinMilk.

Whether you get your supplies through a wholesaler or from Southport, do not forget to drop a postcard to Southport at once for your copy of the new MartinMilk Display Stand, which will be sent to you by return post, accompanied by a dozen copies of BOB MARTIN ON DOGS.

BOB MARTIN LTD.

Dog Food and Medicine Manufacturers since 1892

SOUTHPORT, ENGLAND.

TRADE MARK **'SKETOFAX'** BRAND

AROMATIC CREAM

Keeps mosquitoes, gnats, midges away

Reduced facsimile

An effective protection against mosquitoes, gnats and midges

Not only wards off attack, but is a soothing application to bites received when precautionary measures have been neglected

A ready seller by reason of its great convenience and its effectiveness

Keep it displayed throughout the season

Showcards free on request

'Sketofax' is squeezed direct from the tube on to the skin, and gently rubbed in. There is no mess, no staining, and no waste. The tube, carried in handbag or pocket, is always ready for immediate and effective service

Prices in London to the Trade: Collapsible tubes at 12/6 per dozen (Subject)

BURROUGHS WELLCOME & CO.
LONDON

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B B*

THE BRITISH DRUG HOUSES
LIMITED

Salinax

THE
B.D.H. SALINE

SELL IT NOW!

Sample and Display Terms on application

GRAHAM STREET, CITY ROAD, LONDON, N.1

THE
CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

The official organ of The Pharmaceutical Society of Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London" *Telephone: Central* 6565 (8 *lines*)

BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)
54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)
19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)
99 QUEEN STREET, MELBOURNE, AUSTRALIA

VOL. 116. NO. 2730 JUNE 4, 1932

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News of the Week

Key Industries Duty—Methylcyclohexanol Adipate

Application has been made to the Board of Trade under Section 10 (5) of the Finance Act, 1926, for an order exempting methylcyclohexanol adipate from liability to duty under Part I of the Safeguarding of Industries Act, 1921. Any communication should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, S.W.1, on or before June 30, 1932.

Art and Industry

The Committee appointed by the Board of Trade in July 1931 to investigate the desirability of forming in London a permanent exhibition of articles "of everyday use and good design of current manufacture," and of forming temporary exhibitions of the same kind has issued its report (Stationery Office, 1s.). Among the principal recommendations are:—

A central body responsible for exhibitions of industrial art should be established with executive powers, in close association with the Department of Overseas Trade.

There should be organised in London at regularly recurring intervals exhibitions of articles of high quality and modern manufacture allied in category, to remain open to the public for approximately six weeks.

The main periodic exhibition should be supplemented by occasional exhibitions in London and elsewhere, including exhibitions for special trades or special purposes. Later, travelling exhibitions should be undertaken from time to time in this country.

Suitable provision should be made for acquiring by gift or purchase some of the best examples shown in the periodic and other exhibitions, and for their display to the public, pending the absorption into the national collections of such of them as are eventually judged worthy of this honour.

The activities of the British Institute of Industrial Art and voluntary associations, as far as the organisation of exhibitions of the above types is concerned, should be unified and placed at the disposal of the new national organisation.

Apart from exhibitions, the Government should prosecute concurrent measures aiming at improved status for the best industrial artists, increased use of first-rate artists by manufacturers, better art education, research into the needs of particular industries, and a safeguarding of artistic materials, and should make the Board of Trade specifically responsible for the advancement of industrial art in this country.

An appendix to the report has been written by Mr. Roger Fry, who advances an original scheme for workshops of decorative design in British industry.

The Chemists' Sickness and Provident Society

The fourth annual meeting of the Chemists' Sickness and Provident Society was held at 4 and 5 Queen Square, London, W.C.1, on May 24, Mr. Herbert Gilleghan in the chair. The chairman said that the number of new members secured last year was very satisfactory; the total membership of the Society on December 31, 1931, was 599 (men 514, women 85). The sum of £761 16s. was distributed to sick members (men, £655 6s.; women, £96 10s.). The total amount of sickness benefit received by members since sick pay commenced was £1,598 (men, £1,331 3s.; women, £266 17s.). The apportionment figures were above the average of similar societies, being £1 9s. 5d. per share (men), £1 8s. 2d. per share (women). The latter figure was a great improvement upon the previous year's in consequence of there having been fewer sickness claims. Members' balances now total £13,441 5s. (men, £12,331 17s.; women, £1,109 8s.). Interest at 5 per cent. was again added to members' balances. The

financial position of the Society, the chairman added, continues to be eminently satisfactory; it has not been affected by the national financial difficulties; on the contrary, the Society has considerably strengthened its position during the past year. The Executive Committee was elected as follows:—*Chairman*, H. Gilleghan; *Vice-Chairman*, T. Hardy; *Treasurer*, A. R. Melhuish; and *Executive Committee*, Messrs. E. A. Atkins, W. W. Atkinson, D. A. Bryan, W. Forster, C. W. Hobson, J. Keall, H. H. Marshall, A. W. Morgan and S. J. Stearn, together with the trustees (Messrs. J. E. French, W H. Clubb and F. D. Phillips). Messrs. H. W. Harrie, A. Mortimer and H. Glyn-Jones were reappointed arbitrators. The meeting terminated with the usual votes of thanks to the staff and to the chairman.

Birmingham

Mr. H. W. Rowell has been elected chairman of the Birmingham and Midland section of the Society of Chemical Industry.

Mr. and Mrs. J. W. Atkinson are inviting members of the Birmingham Pharmaceutical Association and friends to a garden party at their residence, 17 Trinity Road, Birchfields, on June 15 (3 p.m. to 7.30 p.m.) in aid of the Benevolent Fund of the Pharmaceutical Society, to which the proceeds will be given. Tickets, 2s. 6d. each (including refreshments), should be applied for not later than June 11. There will be games and competitions. Accommodation for motor-cars is provided.

Liverpool

The eighty-second annual report of the Liverpool Chemists' Association gives a summary of the activities of the Association, the Pharmaceutical Society's local Branch, the Liverpool and District Pharmacists' Golfing Society and the Branch of the Guild of Public Pharmacists during the past session. The treasurer's report shows a credit balance of £54.

A considerable sensation was caused on May 28. A girl went into a chemist's shop in the Brownlow Hill district and asked for a bottle of lime water. She was served by the assistant, who later discovered that she had been given a solution of lead acetate. The police were informed, and three times on May 29 the facts were broadcast. The various hospitals were also notified. Nothing resulted, however, until the next morning, when policemen visited every school on their beat. This move proved successful, and the bottle was retrieved from the girl's home. The lime water had been sent for in order to make an application for warts.

Miscellaneous

Poison-licence application.—W. H. Wallis & Co., Ltd., Evesham, have applied to the Worcestershire County Council for a licence to sell agricultural and horticultural poisons.

The Linnean Society.—At a meeting of the Linnean Society on May 24, the following were elected officers:—Professor F. E. Weiss, F.R.S., president; Mr. Francis Druce, treasurer; Mr. John Ramsbottom, botanical secretary; Lieutenant-Colonel John Stephenson, F.R.S., zoological secretary. The Linnean gold medal was awarded to Professor E. S. Goodrich, F.R.S.

In the courts.—In Bow County Court, London, on May 27, Thomas Waide & Sons, Ltd., chemists' printers, Leeds, sought to obtain payment of a judgment debt of £2 16s. 7d. from A. F. Walker, of Walker's Pharmacy, Leyton Road, Stratford, E. The defendant said he did not know what to offer. An order for payment at the rate of 8s. a month was made.—At North London Police Court, on May 27, J. Maud & Co., Ltd., tablet manufacturers, New North Road, N.1, were fined £5, with £3 3s. costs, for an irregularity in forwarding to the Registrar of Companies a copy of the annual return of the company for 1931.—At Bournemouth, recently, Dorothy M. Marris, Suffolk Road, was fined £25 for the theft of goods valued at 13s. from the shop of Mr. E. J. Savage, chemist and druggist, Queen's Road.

Scottish Notes

Brevities

Parke, Davis & Co. have appointed Mr. M. W. Paterson, Ph.C., to represent them in Fifeshire and the East of Scotland.

We are informed by Cuxson, Gerrard & Co., Ltd., manufacturing chemists, Oldbury, Birmingham, that Mr. W. G. Reidford is their representative for Dumbarton, Glasgow and the South-West of Scotland. and Mr. H. Crowther is their representative for Eastern Scotland. [Corrected note.]

On May 26, the House of Lords, by a majority of one, reversed the decision of the Edinburgh Court of Session, which had reversed the judgment of the Lord Ordinary in the case in which an aerated water manufacturer was sued for damages on account of the plaintiff having drunk ginger beer of his manufacture, a snail being found in it. The point for decision was whether the action was relevant. In the Supreme Court three law lords held that it was, and two dissented.

Edinburgh

Mr. William Mair, F.C.S., F.R.G.S., Edinburgh, has changed his personal address to 32 Braid Hills Road.

J. F. Macfarlan & Co., have been allotted the contract for drugs, and a portion of the contract for dressings and disinfectants, required by Edinburgh Public Health Department, and Edinburgh Public Assistance Department.

Mr. E. J. Holder, B.Pharm.(Lond.), Ph.C., who during the past four years has been a demonstrator and lecturer at Bloomsbury Square under Professor Greenish, has joined the technical and scientific staff of G. F. Merson, Ltd., manufacturing chemists, St. John's Hill Works, Edinburgh. Mr. Holder has been lecturer in botany at Morley College, Lambeth, since January, 1930. He was elected president of the Morley College Scientific Society and Lambeth Field Club early this year.

Irish Notes

Brevities

T. W. Reynolds, Ltd., wholesale chemists and general merchants, Dungannon, co. Tyrone, inform us that their pharmacy has been reorganised and is now a separate entity at the same address.

While a consignment of chemicals was being unloaded outside a shop in Prince's Street, Cork, recently, children entered the lorry and made off with boxes of pills, including some of a poisonous nature.

The Free State package tax is the cause of acute annoyance to chemists, as Customs officials are insisting on the payment of the tax on each item contained on each packet. A brand of headache powders is imported in packets, and in each there are nine sections of powder each wrapped in paper. The complete packet costs 1s. 1½d., but there is duty on each of the nine sections, amounting to 1s. 6d. A box containing fifty-six of a certain make of pills is sold at 1s. 1½d., and the duty is 2d. There is another box sold at 5s. This box contains seventy-eight small screws of paper with four pills in each, sold at a penny. There is a tax on each of these screws—that is, 13s. One difficulty is that the owner of a proprietary medicine is not, as a rule, prepared to allow any other person to handle his product.

Belfast

Among those who were successful in drawing a horse in the Irish Sweep on May 30 was Mr. J. D. Fullerton, Ph.C., 262 Crumlin Road, who holds the ticket on behalf of a syndicate.

Mr. Leslie Arndell, B.Sc., Ph.C., demonstrator in the Pharmaceutical Department, Manchester University, has been appointed Assistant Lecturer in Chemistry in the College of Technology, Belfast.

Sporting Events

In addition to those mentioned in the *C. & D.*, May 21, p. 553, among the prize-winners at the Irish Chemists' Golfing Society's tournament was Mr. Joseph Costello, L.P.S.I., Galway, who won that offered by Mentholatum Co., Ltd., Slough.

The fifth annual competition for The British Drug Houses Golf Trophy was held on May 19 on the Sherwood Forest Golf Club links. Twenty-four chemists from Nottingham, Sheffield and Derby competed, and the result was a tie between Mr. R. H. Evans, Nottingham and Mr. S. Turner, Bulwell. In the play off Mr. Evans was the victor. After the match the competitors were entertained to tea, when the trophy was presented by Mr. Alan Francis, a director of The British Drug Houses, Ltd.

In a cricket match played at Edgware, on May 25, between Luton chemists and Sangers, Ltd., the scores were as follows:—

Luton Chemists

A. Emmerson, c. J. Freeman, b. C. Bush	10
Mr. King, jun., b. P. J. Lushington	8
Mr. Gilpin, b. P. J. Lushington	7
Mr. King, sen., b. F. Silvester	4
J. Earle, b. F. Silvester	0
T. Austin, b. P. J. Lushington	2
F. White, b. F. Silvester	2
J. Tate, c. F. Silvester, b. C. Lothian	13
Mr. Wynter, c. F. Silvester, b. P. Lushington	0
F. Durnford, b. C. Vincent	4
R. Tubb, not out	0
Extras	1
Total	51

Bowling.—Mr. P. J. Lushington, 4 wickets for 8; Mr. F. Silvester, 3 wickets for 8.

Sangers, Ltd.

F. Silvester, b. Mr. Gilpin	45
C. Archbold, run out	16
H. Mann, b. F. White	16
P. J. Lushington, b. Mr. Gilpin	0
M. Bauer, b. F. White	11
J. Bunce, c. J. Earle, b. Mr. King	0
C. Bush, b. F. White	4
C. Lothian, b. J. Earle	4
J. Freeman, l.b.w., b. Mr. King	0
C. Vincent, b. J. Earle	0
T. Billington, not out	1
Extras	3
Total	100

Bowling.—Mr. F. White, 3 wickets for 22; Mr. Gilpin, 2 wickets for 12; Mr. Earle, 2 wickets for 29; Mr. King, 2 wickets for 17.

Luton chemists batted a second time, and on this occasion scored 71. During the two innings Mr. Lushington took 7 wickets for 18 runs.

Coming Events

Wednesday, June 8

Manchester and District Pharmacists' Golfing Society, Sandiway Golf Club. Play *v.* Liverpool chemists for the D. & W. Gibbs trophy.

Cardiff Pharmacists' Association, Cardiff Golf Club. Competitions for Virol and Allenburys cups. All pharmacists in South Wales eligible. Application to Mr. J. Murray, 5 Bute Street, Cardiff.

Birmingham Pharmaceutical Association, Old Rose and Crown, Rednal, at 2.30 p.m. Annual sports day. Tea tickets 2s. 6d. each. Secretary, Mr. D. J. Rushton, 1088 Stratford Road, Birmingham.

Topical Reflections

By Xrayser

R.P.U. Opposition

to the Pharmacy and Poisons Bill is now to be withheld if and when that measure is reintroduced, the conference of representatives held on May 25 having decided to approve of such a course being followed (*C. & D.*, May 28, p. 573). The reasons given for this decision are plausible if not entirely convincing. What they amount to is, briefly, that Part I of the Bill contained provisions for which the Pharmaceutical Society's Council asked, while Part II embodied proposals given in evidence on behalf of the Society, and the Council's decision to support the Bill has been ratified at a meeting of delegates. Over and above this, the R.P.U. Executive is said to appreciate the difficult position in which the Council of the Society was placed when it failed to secure acceptance of the two "fundamentals," so we are again to see the heads of our two representative bodies rowing in the same boat and, presumably, pulling in the same direction. One would like to comment at this point that "all's well that ends well," but I imagine that we are still far from being within measurable distance of the end, and it remains to be seen whether or not any serious opposition other than that presented by the Society and the Union can be effective.

Your Call to Youth

has been much needed, and it is most sincerely to be hoped that this appeal to the younger generation (p. 593) may meet with a satisfactory response. Youth may perhaps be regarded as a comparative term in connection with eligibility for election to the Pharmaceutical Council, since obviously our representatives thereon ought to have had not less than, say, fifteen to twenty years' experience of the practice of pharmacy. As you point out, the average age of members of Council is too high; it is probably not less than sixty, and I imagine there are not more than three who are under the age of fifty. Younger men than this are certainly needed on the Council if that body is to be properly representative of pharmaceutical opinion generally. But something more is required in a representative than possession of the pharmaceutical qualification and the experience of so many years in the practice of pharmacy. And when we have found a suitable person, he is not always prepared to spare the time and money which representatives are called upon to spend in the public service. Nevertheless there should be no sparing of effort to stimulate more active interest in the younger men in our ranks, and the way should be smoothed for the best of them, as far as possible, to facilitate their election as representatives when their enthusiasm for the cause of pharmacy leads them to entertain the idea of undertaking public service for the common good.

I Have Been Scanning

the lists in the *C. & D. Diary* and noting the changes in the kinds of drugs and chemicals required compared with thirty years ago. Upon one article I should like to make a comment, or rather upon its absence; crystallised borax is not to be found. It would not surprise me to learn that this substance is not in stock in any pharmacy opened during the last twenty years. Some few years ago I spent about half an hour in an old London pharmacy while a small parcel of it was being dug out from the shelves of the back shop. Once I was treated almost rudely because I attempted to teach the assistant that my requirement was not for powdered borax and not for crystallised boric acid. This happened at a large drug store in Washington almost within sight of the White House. Borax crystals are infinitely more agreeable to use for small ulcers in the mouth than the borax tablets generally recommended.

Legal Reports

Illegal Sale of Poisons.—In Bloomsbury County Court, London, on May 30, the Council of the Pharmaceutical Society of Great Britain sued Edward Hart, Camden Passage, Islington, N.1, to recover the sum of £5 under Section 15 of the Pharmacy Act, 1868. The Society alleged that the defendant kept open shop—a stall in Leather Lane, E.C.—for the retailing, compounding or dispensing of poisons, and that a bottle of lysol was sold. Mr. Quarrell, on behalf of the Society, said the action was against an unqualified trader for keeping open shop, and there was the alternative claim for selling the poison. Evidence of purchase was given, and Mr. C. E. Corfield, B.Sc., analytical chemist, said that a bottle of lysol was handed to him; he found it contained 58.4 per cent. of homologues of carbolic acid. The defendant, giving evidence, said that the lysol was bought at a public auction sale, and the auctioneer announced that no dangerous poisons or drugs were included in the catalogue. He bought three bottles of lysol. He also had a letter from the Society in which they accused him of selling lysol at Camden Place, which was incorrect. The Registrar: I am afraid you have contravened the Act, and there is no other way out but that I must impose the penalty. If it is any help to you, I rather sympathise with you.

Injunction against Trading.—In the Chancery Division of the High Court, London, on May 31, before Mr. Justice Clauson, Mr. Christie, for the plaintiffs in the action by Taylors Drug Co., Ltd., against Mr. William Gourlay, chemist and druggist, moved for an interim injunction to restrain the defendant until the trial, but not after March 26 next, from carrying on the business of a chemist and druggist at James Street, Workington, in breach of a service agreement. Mr. Richmount appeared for the defendant. Mr. Christie stated that defendant was formerly manager of plaintiffs' branch at Workington, and he terminated his employment on March 24. He had entered into a service agreement with plaintiffs which restricted him for twelve months from carrying on a business similar to plaintiffs' within a mile of their shop. It was alleged that he had started business on his own account within 150 yards of the shop he formerly managed for the plaintiffs. Mr. Richmount said the defendant's case was that the plaintiffs' authorised agent had given him permission to open the shop, but even if no permission was granted it was said the covenant in question was unenforceable. The defendant said he had been given permission to commence business at either of two places, both within a mile of the plaintiffs' shop. His lordship said that on the evidence it was impossible to hold that the covenant had been waived by the plaintiffs. The case was an unfortunate one, but the restrictive covenant had been carefully framed to give reasonable protection to the employers and to avoid every possible hardship to the man. The restriction was only for one year, and it only applied to a radius of one mile. His lordship had no alternative but to grant the injunction asked for. If the parties agreed before the order was drawn up the motion could be treated as the trial of the action and the injunction made perpetual.

Applications for Injunctions.—Motions by Irving's Yeast-Vite, Ltd., against Walfox, Ltd., of Batley, Watford Pharmacies, of Watford, R. Miller, of Leicester. and V. Schofield, of Brighton, were mentioned to Mr. Justice Clauson in the Chancery Division of the High Court, London, on May 27, by Mr. Trevor Watson, K.C., for the plaintiffs. Counsel said the motions concerned the sale of certain patent medicines, and in the case of Walfox, Ltd., an order had been agreed to. By consent the motion was to be treated as the trial of the action, the defendants undertaking forthwith to cease to display or issue to the public or their wholesalers or retailers the leaflet complained of, which, said counsel, advertised goods as being same as the plaintiffs, or reproducing the same, to abstain from using the name "Yeast-Vite" except in connection with the sale of the plaintiffs' goods, but provided that they should not be precluded from using the name in replying to any advertisement by the plaintiffs of this consent order, to deliver up or destroy on oath all trade literature the use of which would be a breach of the undertaking, and to send to their wholesalers or retailers a letter containing the terms of the order. The plaintiffs withdrew any charge of dishonesty against the defendants, and the defendants would pay the costs and £25 as damages. On this there would be a stay of all further proceedings. His lordship approved of the undertakings, to which Sir Arthur Colefax, K.C., for the defendants, had agreed.

In the case of Miller, Mr. Watson said he understood that the defendant was willing to consent to an interim injunction in the terms of the notice of motion. He was in fact willing to consent to a perpetual injunction, but without costs or damages. He (Mr. Watson) could not at the moment assent to that, and he therefore asked for an interim order. His Lordship: Counsel for the defendant undertaking until trial in the terms of the notice of motion, there will be no order on the motion except that the costs will be costs in the action.

The cases of the Watford Pharmacies and Schofield were adjourned until May 31.

On the same day, before Mr. Justice Maugham, in the Chancery Division, Mr. Trevor Watson, K.C., mentioned the case of Irving's Yeast-Vite, Ltd., against Partons, Ltd., in which, he said, plaintiffs were moving to restrain the sale of a certain preparation, a proprietary medicine. Affidavits, he added, had been delivered to the other side, who were represented by Sir Stafford Cripps, K.C., and Mr. Englebach, and they desired time to answer them. It had been agreed that the motion should stand over until June 2. Mr. Watson added that Sir Leslie Scott, K.C., and Mr. K. Swann appeared with him for the plaintiffs. His lordship granted the adjournment.

Motions in two actions by Irving's Yeast-Vite, Ltd., against Watford Pharmacies and the same plaintiffs against Schofield were mentioned by Mr. Moritz, K.C., in the Chancery Division before Mr. Justice Clauson on May 31. Mr. Moritz said he was appearing for the respondents, and Sir Leslie Scott, K.C., represented the plaintiffs. Both cases concerned patent medicines, and raised issues of law and fact which were unsuitable for trial by motion. It had been agreed that there should be no order on the motions except that the costs should be costs in the action. If a speedy trial was desired, a further application could be made. His lordship assented.

Westminster Wisdom

Notes on Parliamentary Matters

Sale of Disinfectants

Mr. Glossop asked the Minister of Health, on May 26, if any steps can be taken, in view of the present position of maternal mortality, to warn the public of the danger of using lysol and other disinfectants sold at cheap stores in such a diluted form that when diluted in accordance with usual practice they are useless; and if he will take steps to prevent the sale of such diluted disinfectants.

Sir H. Young: I propose to await the final report of the Maternal Mortality Committee, which will, I understand, include observations on the subject of the use of lysol in midwifery. I have no power under the existing law to take such steps as are suggested in the second part of the question.

Mr. Glossop asked the Home Secretary, on May 26, if his attention has been called to the result of a High Court appeal which has brought to light new facts relating to the sale of disinfectants; and whether he will consider the introduction of legislation to revise the existing Poison and Pharmacy Acts.

Sir H. Samuel: Yes, sir, and on the question of fresh legislation to deal with the sale of disinfectants, I would refer the hon. member to the answer which I gave to a question by the hon. and gallant member for Blackburn on March 24 (*C. & D.*, April 2, p. 367).

New Companies

and Company News

P.C. means Private Company and R.O. Registered Office.

J. C. & J. Field, Ltd.—Net profit to March 31 was £23,211, against £18,078 for the previous year. Dividend of 10 per cent. and bonus of 2½ per cent. on ordinary shares. To reserve £10,000, and carried forward £9,935.

W. J. Bush & Co., Ltd.—Gross profit for 1931 was £201,338, compared with £220,435 for the previous year. Net profit is £30,313, plus £1,868 provision for liabilities released, £2,328 for income tax, and £6,550 to exchange reserve. A final dividend of 3½ per cent. is proposed for the ordinary shares, making, with the interim, six per cent.; carried forward, £81,873. Meeting at the Great Eastern Hotel, London, E.C.2, June 8, at 11 a.m.

Boots Pure Drug Co., Ltd.—Report for the year ended March 31 shows a net profit of £731,891, against £722,264 for the previous year. The dividend on the ordinary shares again totals 29 per cent. of which 24 per cent. is less tax. General reserve is increased to £1,400,000, and works development fund is increased to £140,000, by the addition of £100,000 in each case. £30,000 is allocated to employees' pension fund, which now stands at £109,499. Balance carried forward is £220,484. Mr. H. B. Holthouse retired after forty-seven years' service, and Mr. B. A. Bull has been elected to the Board.

Bankruptcy Reports

Re Charles Phillip Metz, 59 New Bond Street, London, W., chemists' sundriesman.—The statutory first meeting of creditors was held recently at London Bankruptcy Buildings before Mr. E. Parke, Official Receiver. The debtor stated that he had acted as consignment agent for manufacturers and merchants of beauty preparations. The business was closed down in June 1931. The accounts show liabilities £164, the only asset being a bad book debt of £25. The case was left with the Official Receiver.

Business Changes

Mr. D. G. Baird, chemist and druggist, has purchased the pharmacy of Turner & Co., Basingstoke, as from June 1.

Mr. Walter M. Ferrier, chemist and druggist, 4 St. David Street, Brechin, is retiring and is disposing of his business.

W. H. King & Co., chemists, have disposed of their business at 312 Hornsey Road, London, N.7, to Mr. J. W. Smith, late of Doncaster.

Mr. A. G. B. Paterson, chemist and druggist, Ardrishaig, has disposed of his business to Mr. Robert Birrell, chemist and druggist, Lochgilphead.

Mr. Reginald Laurence, chemist and druggist, has removed from 135 Northfield Avenue, Ealing, London, W.13, to Heol-y-Deri, Rhiwbina, Cardiff.

Mr. A. G. Adamson, chemist and druggist, Kirkcaldy, has transferred his branch at 198 Links Street to his son, Mr. Robert Adamson, chemist and druggist.

Mr. R. F. Ransom has been appointed a director of William Ransom & Son, Ltd., manufacturing chemists, Hitchin. Mr. Ransom is a son of the chairman, Mr. F. Ransom, and a grandson of Mr. William Ransom, the founder of the business. After being educated at Repton, he went to Trinity Hall, Cambridge, and took his degree in 1927. He has recently been engaged in the management of the farm, and has paid special attention to the selection and purchase of crude drugs.

General Medical Council

The hundred and thirty-fifth session of the General Medical Council opened at 44 Hallam Street, London, W.1, on May 24, the president (Sir Norman Walker) in the chair. After the customary routine business came

The President's Address,

which commenced with references to changes in the *personnel* of the Council. Sir Norman Walker, who was elected president during the session of the Council last November, took the opportunity of alluding to the addresses of his predecessors in the chair, and quoted remarks made by Sir Henry Acland in 1887 and by Sir Richard Quain in 1892, pointing out their application to present-day conditions. The Council's accounts, the president remarked, showed a credit balance of £1,474. The draft Bill to establish a Medical Council for British India was mentioned with approval. The Examination Committee was awaiting further reports on the Final examinations in medicine, surgery and midwifery. The expected date of publication of the new British Pharmacopœia is September 30. The proposals of the Medical Research Council with regard to patent law were commended to the profession.

Dental Business

It was directed that the name of Joseph Jennings be restored to the Dentists Register. After consideration of reports from the Dental Board, the registrar of the Board was directed to erase from the Register the names of Frank Cecil Earle, Archibald NacNab Robertson and William Patrick Donnelly. Mr. Bishop Harman was appointed a member of the Board, in place of Sir Holburt Waring, till July 28, 1934.

Pharmacopœia Committee

The Pharmacopœia Committee reported that two reports from the Pharmacopœia Commission had been received and approved. The first of these stated that the table of weights and measures of the Pharmacopœia has been revised in consultation with the Standards Department of the Board of Trade. The second report mentioned that the botanical names of plants mentioned in the Pharmacopœia have been revised by the Director of the Royal Botanic Gardens, Kew, and the necessary alterations have been made on the proofs. The botanical nomenclature is now in accordance with the international rules of botanical nomenclature as revised at the last International Botanical Congress held at Cambridge in 1930. The Committee desired to convey to the Council a warm expression of their sense of indebtedness to Dr. Beddard (chairman) and members of the Pharmacopœia Commission, and of its secretary, Dr. Hampshire, for their assiduous and public-spirited devotion to the task of preparing the text of the Pharmacopœia, and to all who have co-operated with them in its elaboration. They also desire to record their appreciation of the valuable assistance rendered by Dr. Hamill, the secretary of the Pharmacopœia Committee. The Committee recommended that the members of the Pharmacopœia Commission be requested to continue in office until September 30, 1933, to deal with matters arising out of the text of the British Pharmacopœia, 1932. It was further recommended that the price be 21s. a copy, with an additional 10s. for large paper copies. The number of copies of the British Pharmacopœia, 1914, which were sold between November 21, 1931, and May 20, 1932, was 438. The total number of copies sold to date is 64,096.

Gazette

Bankruptcy Acts

Receiving Order and Adjudication

Thomas, W. E., The Pharmacy, Baschurch, Salop, pharmacist.

The Art of Shopfitting

Some Modern Pharmacies

IN this article the writer proposes to discourse a little from his general theme of search for the ideal and show by photograph and description some very excellent examples of the art in actual being.

The first illustration gives an idea of what used to be considered an adequate shop front. In practice it is a shop front insomuch as it is the front of the shop—but no more. Nowadays it is difficult even to imagine how the chemist of those days was content with such a scanty medium for the display of his wares. The amazing collection of enamel letters and adhering glass tablets occupy quite half the height of the glass, with the result that goods and show material have to be heterogeneously mixed to the utter devastation of window dressing, while the extraordinarily proportioned facia and window stall-board tablet seem, to the critical modern eye, to have every capacity but that of attracting customers. The second illustration shows comparatively a miracle. The experienced shopfitter has worked his will and behold one of the most attractive shop fronts in High Street, Penge. The general idea has been to retain the dignity of the business, but to incorporate this with all the magnetism of modernity, and the result has definitely attained its object. The stall-risers, wall pilasters, window tablets and facia are all of black alabaster glass, the last two being relieved by bold cream lettering. The actual shop front itself is of bronze with exposed woodwork of mahogany, and very careful attention has been paid to such details as a plain instead of a moulded blind lath and a plain and dignified facia frame. The chemist who is hesitant as to whether he should invest in such an alteration would do well to compare the window space quite apart from the obvious transformation in appearance. The third illustration shows the interior of the same shop. Mr. Mack has seen fit to retain the old-fashioned way of equipping this. The serving-counter runs down one side of the shop with the drug fitting behind, the dispensing screen across the width, and the wall showcases along the other wall in the truly traditional manner. Even the sloping fronts to the centres of the wall cases are peculiar to the chemist, and it is an excellent example of the art of shopfitting that the whole looks as clean and modern as if it had been the latest type of open dispensing screen and quick-serving counters.

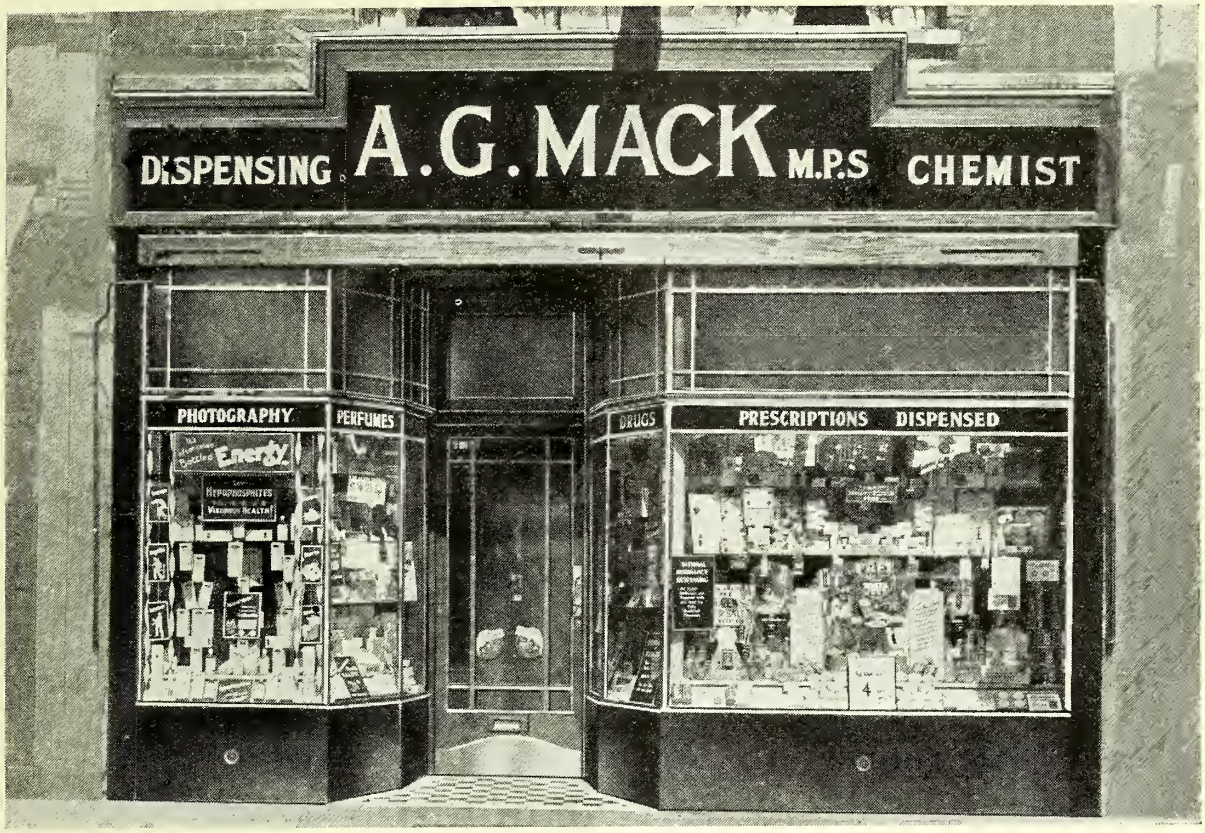
A Stainless Steel Front

The fourth illustration shows a somewhat new innovation to the chemist, namely, a shop front in stainless steel. Great care has to be taken when using this material to retain the proper pharmaceutical appearance and to avoid flashiness, and, owing to skilful designing, the Citadel Pharmacy under the new cinema at Edgware retains the virtues and circumvents the evils. The shop door and all woodwork is of fumed oak, while the stall-risers and facia are of black alabaster. The window enclosures have been fitted with neutral-coloured curtains fastened to the doors, since, with the open type of display used as apart from the runs of standard bars and rows of plate-glass shelves, there must of necessity be shown a considerable portion of the actual window backing which, to the owners' minds, would have appeared somewhat bare. There are no fixed window tablets under the transom rail, but two neat and attractive glass tablets written with the simple word, "Chemist," hanging on very slight chains from the toplights. These latter bring out a very strong point of the writer's in that he very definitely recommends their adoption in practically every pharmacy. It cannot be stressed too strongly that the general public, as a whole, do not care if the chemist's name is Smith or Brown; it is the chemist they want, and, assuming the regular customers will come whether there is any attraction for them or not, the casual customer walks along until his eye is caught by some sign denoting that he has arrived at a pharmacy It is here that these small and inexpensive tablets amply repay their cost. The interior of this shop has been practically impossible to photograph since, owing to its peculiar shape without even one square corner, there is no portion from which one can even get an adequate idea of how it looks as a whole. This is most regrettable since it incorporates a number of its owners' special ideas, and is truly a victory of the shopfitter's ingenuity in overcoming structural difficulties.

Making the Most of Space

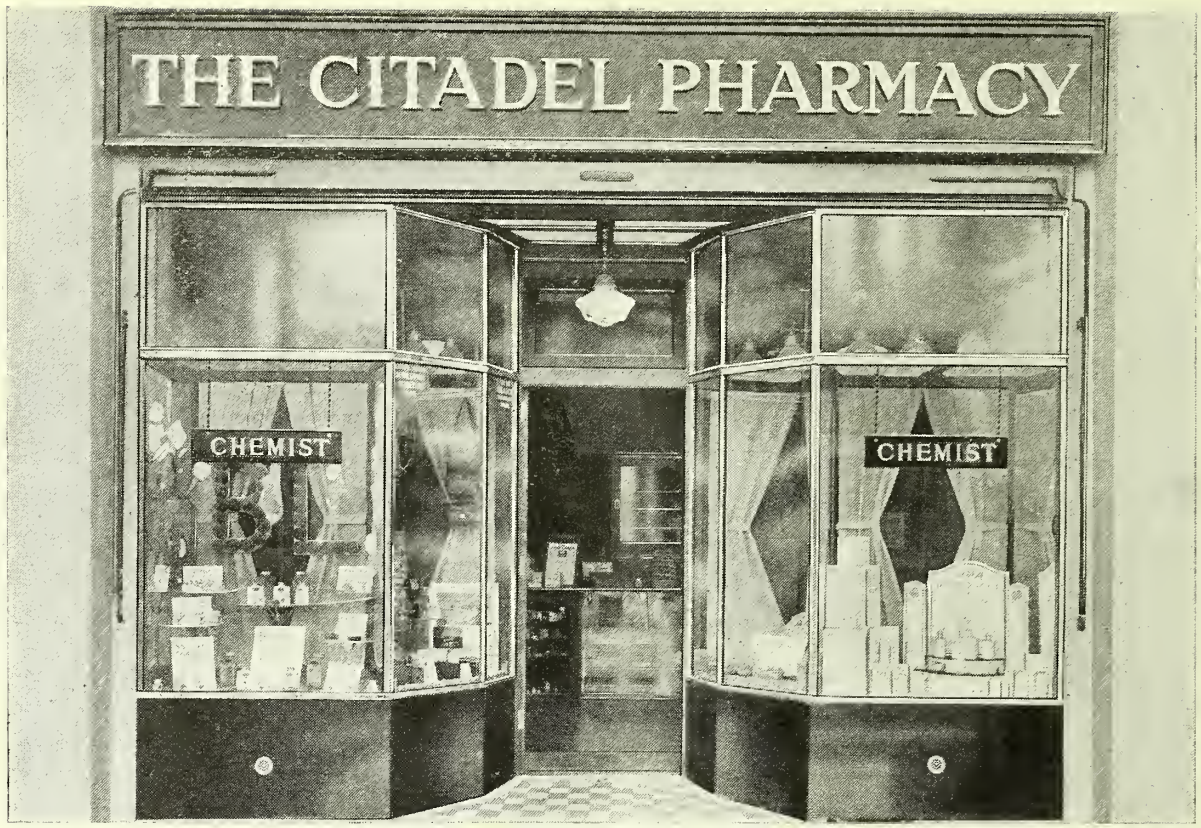
The fifth illustration shows a notable example of the art of shopfitting. The shop is only about 10 feet wide by some 40 feet deep, and caused Mr. Mellowes, of Enfield, furiously to think before committing himself to definitely taking this branch at Tottenham. He, therefore, consulted Philip Josephs & Sons, Ltd., 90 and 92 St. John Street, Clerkenwell, London, E.C.1 (by whose courtesy the accompanying photographs appear), and the result more than came up to expectations. Only some 25 feet in depth was used, and the remainder utilised as a store and work room; the two side walls in the shop proper were covered for about 12 feet with sliding-doored wall showcases, the long runs being broken in the centre with mirrors. At the end of

(1) *A SHOP FRONT AT PENGE BEFORE RECONSTRUCTION*



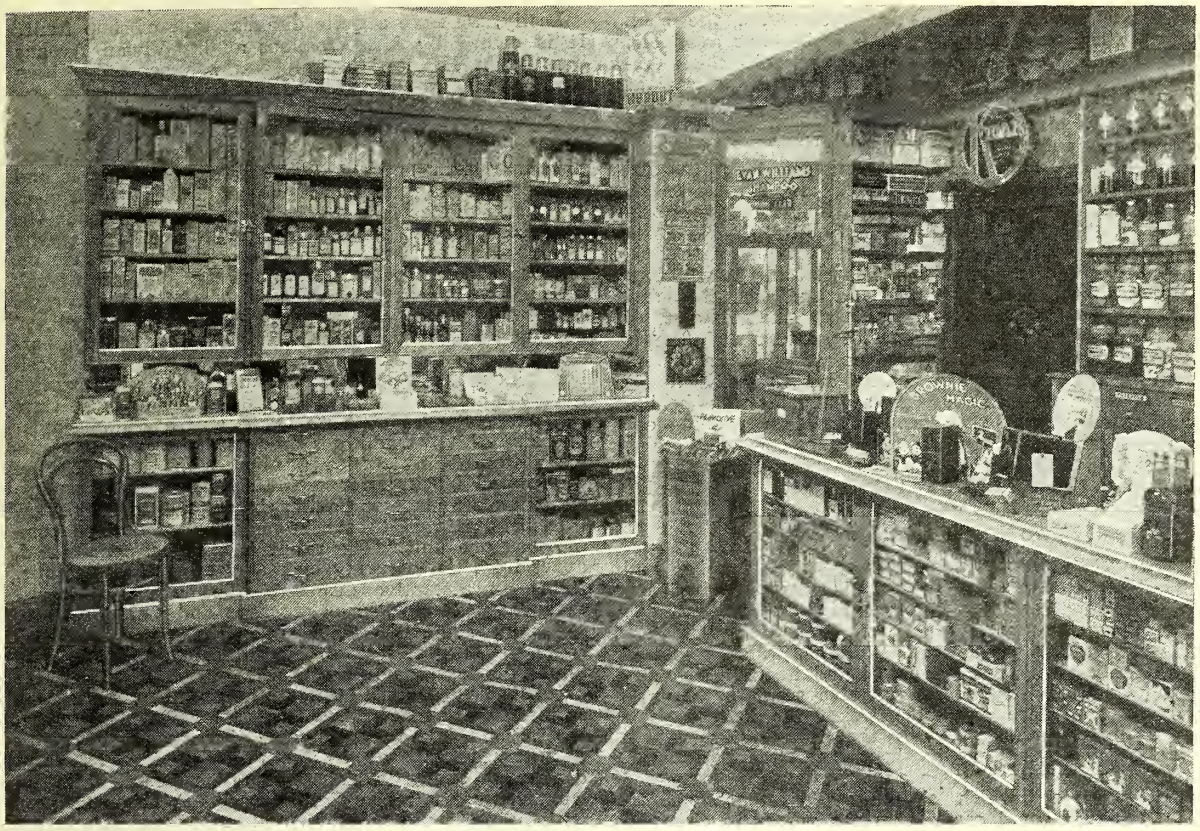
(2) *THE SAME PHARMACY AFTER MODERNISATION*

(3) *AN INTERIOR VIEW OF THE PENGE SHOP*

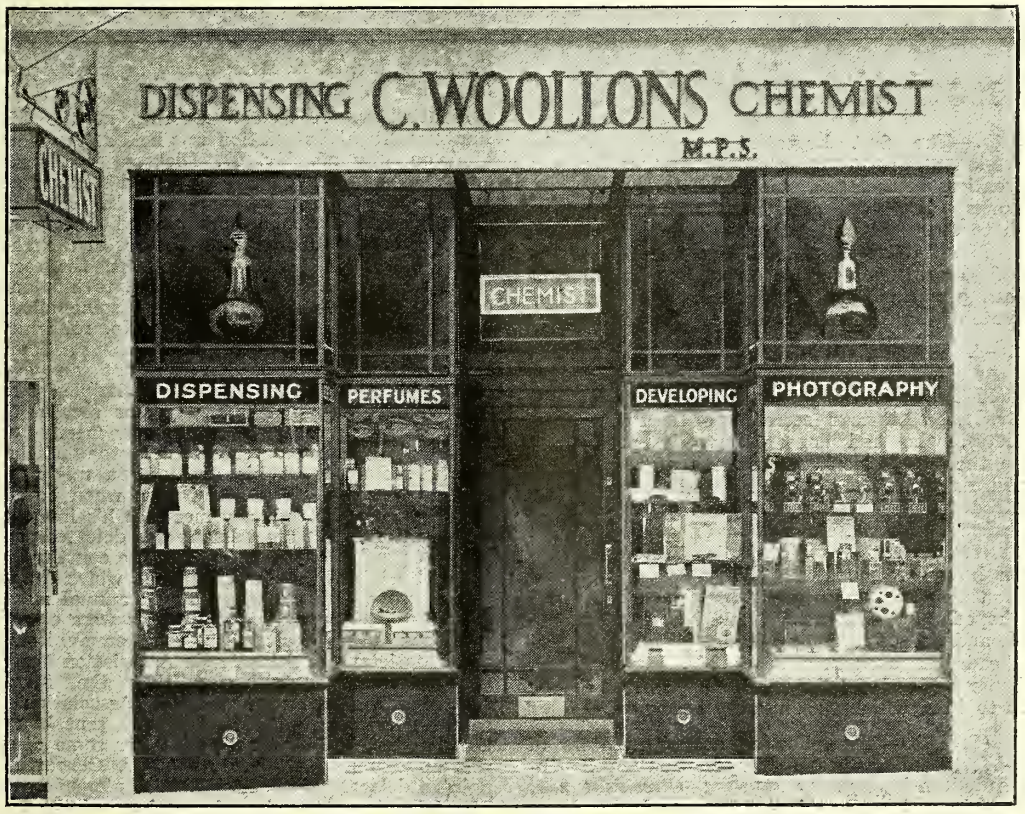


(4) *AN EDGWARE DESIGN IN STAINLESS STEEL*

(5) *MAKING THE MOST OF SPACE AT TOTTENHAM*



(6) *AN ATTRACTIVE INTERIOR AT CHEAM*



(7) *A WELL-DESIGNED FRONT AT HENDON CENTRAL*

these the serving counter was run across the shop which, since only about 5 feet 6 inches was available, was of necessity the glass-fronted type with the essential counter drawers behind. This counter butts tight up against the end of the right-hand wall case, and, in order to give more room to pass round, the left wall at this point is covered with a mirror, thus making a welcome extra recess. Behind this counter is the dispensing screen fitted with peepholes, and more drawers, while running across the back portion forming a partition is the stock and dispenser's fitting. The drug fitting is on the left wall conveniently situated to both the serving counter and dispensing screen. It will thus be seen that everything is to hand and accessible, and yet, in actual practice with the very small amount of room available, there is plenty of space for a number of customers at the same time. It would be as well to mention here that it was pointed out to Mr. Mellowes that it is not essential to serve a customer from behind the counter; with the excellent modern packing one can just as easily serve direct from the wall cases, which fact, although somewhat startling to traditional ideas, has been carried out here with considerable success.

Two Attractive Shop Fronts

The sixth illustration shows an attractive and out-of-the-ordinary pharmacy owned by Mr. Tibbett, of Cheam. It is equipped in light oak and, as can be seen, is by no means stereotyped. The principal feature is the wall showcase, which combines the old style with a most useful and handsome-looking nest of drawers for the innumerable sundries. This is a bold step, since one must weigh the loss of show space in a small shop with the accessibility gained, but Mr. Tibbett finds he has justified his decision. It will also be seen that an angle wall has been covered with a mirror, which skilfully adds appearance of size, and the small recess at right angles to this and the doorway to the private room has been fitted with shelves conveniently to hand from the end of the counter. The drug fitting and counter are of the customary type.

Lastly, we have a quite different type of shop front. It is owned by Mr. Woollons at his Vivian Avenue branch, in Hendon Central, and has generally been acclaimed by all associated with it to be a great success. As the illustration depicts, there are four entirely separate windows, each with separate dressing and display, while the extra wide lobby thus given is a boon to a busy suburban neighbourhood with its prams and dogs. Each window has a written tablet which gives a general idea as to the type of its contents, while the ideal compactness of each is a joy to the dresser, who has no long runs to think of but can concentrate on the one show alone. The window bottoms are of oak parquetry on risers, and this is one of the few cases where the writer agrees entirely with Mr. Woollons' decision to have the whole fitted with standard bars and runs of straight shelves. The whole is most excellently flood lit by reflectors hidden below the transom by the tablets. The facia is also worthy of note, since the circumstances crop up again and again in similar districts. Local conditions prevented the existing stonework from being drilled a number of times to have each wood block letter separately fixed, and recourse was therefore made to having the whole fitted to narrow iron bars painted to the stone colour and fixed complete as one unit. The result is extremely good, and, apart from the economy over a glass or alabaster one, forms an attractive display. The whole work was executed in bronze, black alabaster and mahogany.

Finally, there is a point which the writer hopes will come to the notice of all his readers and which, with him, is a keen one. In all the interiors but one the chemist has covered the tops of the various wall cornices with either show material or goods to what the writer thinks is considerable disadvantage. He does definitely think that in the one exception an extra dignity is shown which more than compensates for whatever use is made of this space. A chemist's shop is different from any other, and surely one tries to get above the mere cramming of every available space and give a somewhat sober air and atmosphere to the customer and, in many cases, consultant.—UBIQUE (1/6).

Association Meetings

Edinburgh.—The first botanical excursion of the summer session of the Edinburgh Chemists', Assistants' and Apprentices' Association took place on May 18. Depite showery weather a good number travelled from Edinburgh to Cramond under the leadership of Mr. W. Latimer. Mr. Latimer explained the features of the flora, and field work was carried on under pleasant conditions until 9 p.m. On the motion of the president, a cordial vote of thanks was accorded to Mr. Latimer.

Enfield.—A meeting of the Enfield and District Chemists' Association was held on May 24 at Lancaster Hall, Enfield Town. Among those present at the meeting was Mr. H. N. Linstead (secretary of the Pharmaceutical Society), who had consented to be present to inaugurate the Association as a Branch of the Society and to address the meeting. The chairman (Mr. M. Rock) introduced Mr. Linstead. Mr. M. Rock was elected *Chairman;* Mr. A. Cross, *Vice-Chairman;* Mr. G. Pierce, *Secretary;* Mr. W. Dinwiddie, *Treasurer* (Mr. Pemberton having resigned the office). Mr. Linstead explained the Pharmacy and Poisons Bill. Mr. Linstead hoped that the Branch would help the Benevolent Fund, and suggested a contribution of not less than 5s. per head per annum. After Mr. Linstead had answered many questions, the chairman proposed a vote of thanks to him, which was heartily accorded.

London (S.-W.).—The following are the officers of the South-West London Chemists' Association and South-West Metropolitan Branch for 1932-33:—*President,* Mr. J. E. Monaghan; *Vice-Presidents,* Messrs. J. E. Jones and W. A. Shakerley; *General Secretary,* Mr. E. Neville Browne; *Social Secretary,* Mr. J. T. Hope-Evans; *Sports Secretary,* Mr. D. A. Rees; *Unemployment Agency Secretary,* Mr. T. James.

Manchester.—A special meeting of the Manchester Pharmaceutical Association was held at the Houldsworth Hall on May 26, Mr. D. Dickson (president) in the chair. The meeting had been called to amend the rules and by-laws of the Association. The president, in his opening remarks, said how pleased they were at the return of Mr. Simmons as a member of the Pharmaceutical Society's Council. He wished the secretary to convey their hearty congratulations to him on his success. The by-law which caused some adverse criticism from the junior section was No. 10, which reads: "Any member of Council not attending a Council meeting during a whole session without an explanation acceptable to the Council shall be ineligible for re-election for the ensuing year." The junior section contended that if a member did not attend any meeting of Council during a whole session, he ought automatically to come off, no matter what his explanation might be. They saw no harm in his re-nomination when he showed by his attendance at ordinary meetings his interest in their organisation. The amendment was defeated and the by-law, as proposed, was carried. The constitution of the junior branch of the Association, of which the formation was approved by resolution at the annual meeting, was considered. The rules and by-laws were passed. The president next dealt with the communication from the Proprietary Articles Trade Association headquarters; he expressed astonishment that the secretary of the Manchester Pharmaceutical Association had received no notice until Mr. Cleworth sent him his copy the day before their meeting. After some discussion it was unanimously resolved that Mr. Cleworth be appointed delegate to the P.A.T.A. Conference on June 15. The following were elected members of the Manchester Pharmaceutical Association: Miss Ivy Roberts, M.Sc., Mr. Allan, and Mr. Edwards.

A Call to Youth

By John Humphrey

In your appeal to the younger generation of pharmacists to become more actively interested in pharmaceutical affairs and avoid being obsessed by any assumed superiority of age (*C. & D.*, May 28, p. 593), you reflect what has been passing through my mind of late, particularly during the period of the recent election to fill the seven vacant seats on the Council of the Pharmaceutical Society. Needless to say, I am gratified to have been returned for a further term of service, with such a definite expression of appreciation of my past services. At the same time, I am not without doubt of the wisdom of continuing in harness as a representative. But so long as I can work for pharmacy and there is a demand for my assistance in improving the position of any of those engaged in carrying on the business of a chemist and druggist, I am prepared to continue.

Meanwhile, I am strongly of opinion that there is something wrong in the state of affairs which reveals the members of the Society as being so largely indifferent as to refrain from voting at the annual election, and reluctant to offer their services as representatives. I think there ought always to be a waiting list of suitable persons willing to be elected as representatives, and that no one who has completed a term as a representative ought to feel in any degree slighted because someone else, younger perhaps but fully competent, is chosen by the electors to replace him on any given occasion. He should rather feel disposed to rejoice that there is no lack of suitable material to maintain the executive body in a state of efficiency, and be prepared to try his luck again, another year, in case his nomination may prevent the mischance of some unsuitable person slipping into a vacant seat on the Council because of the lack of other, more competent and desirable persons.

You rightly insist that the time to begin preparing for the next election is now, and not next March. It is certainly none too early to begin looking around with a view to finding suitable persons willing to serve if called upon. I feel confident that there is no lack of good men for the job; but they usually need some persuasion, and that should begin in good time. It is the younger men who are going to be the persons most affected if the Pharmacy and Poisons Bill should be reintroduced and passed; it seems therefore to be incumbent upon them to organise with a view to planning any further necessary amendment of the provisions of that measure, and securing adequate representation upon the Council. Their representatives should obviously be experienced and fully competent individuals who are capable of realising themselves and manifesting to others what are the conditions in their calling that require modification.

"By Manufacturer"

The Editorial in THE CHEMIST AND DRUGGIST, entitled "A Call to Youth" (May 28, p. 593), was timely, although one may quibble at the assumption that youth necessarily possesses the qualifications that are required for leadership and the elaboration of a progressive policy, both of which are badly wanted to-day. Progressive thought is not confined to the young, nor does age always indicate rest, inertia or decline.

It is evident that a deadly apathy lies heavily on pharmacy and pharmacists to-day. They are drifting, and the current is taking them they know not where. Compare the position of the medical man with that of the pharmacist. The former, through the medium of his association, is protected at every turn, the policies governing his work and attitude to the public and to his fellow medical men are clear-cut and positive. The latter lies open to attacks, insidious and obvious, from all quarters; the ties that should bind him to other members of his craft are of the flimsiest and, if broken, call for little or no comment.

Strong leaders are wanted in pharmacy to-day—leaders with vision and with the executive ability to translate their ideals into practical measures. With the realisation of the tremendous amount of work the members of the council of the society, as well as those of the P.A.T.A. and the R.P.U., have done for pharmacists, and with a feeling of gratitude to them for a good deal of self-denying service for their fellows, the conviction grows that in many ways many of them do not truly represent pharmacy as it is practised. The majority of them are successful men—their names are household words; and yet I make bold to say that neither of these attributes indicates that they have a clear idea of where pharmacy as a calling stands at the present time, or what it needs to cure its sickness.

The situation in pharmacy to-day calls chiefly for a consideration of economic conditions; it is a question whether the technical training of the pharmacist needs to be placed upon a higher level. The business training of the average pharmacist is deplorable—this, too, in a world where at long last that individual, firm or nation will survive that can best put into practice those principles that revolve round the two words "supply" and "demand." We must take in hand the regulation of apprentices entering the calling, and not by making examinations stiffer; the restriction to the pharmacist of the supply of medicinal drugs and preparations and the widening of the facilities for enabling the public to obtain many of the articles hitherto supplied by the pharmacist; the systematic teaching in our schools of pharmacy of, and provision in the curriculum for, commercial methods as specially applicable to pharmacy; the development of a "backbone" upon the part of pharmacists generally.

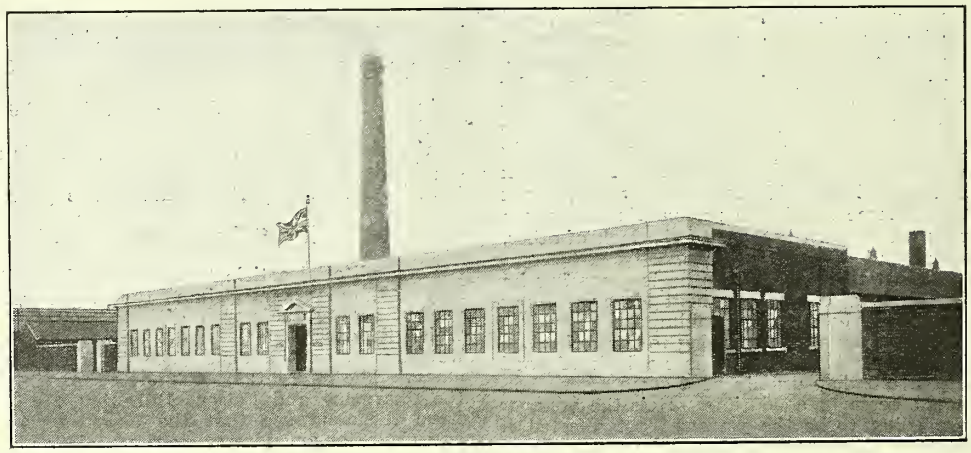
By "Common Sense"

Your editorial article "A Call to Youth" (*C. & D.*, May 28, p. 593) strikes the right note. Could we but arouse the youth of pharmacy to the dangers which lie ahead in the light of past legislation, there would even yet be some hope for the future of pharmacy. The reservation, assuming the reintroduction of the Pharmacy and Poisons Bill, that the Council must have the assurance that the Government will oppose any clause or amendment detrimental to pharmacy may appear a sufficient safeguard, but what guarantee have we for such implicit faith? On the passing of the 1908 Act, licences to sell agricultural and horticultural poisons were to be granted by local authorities only on the distinct understanding that such licences were necessary owing to the lack of chemists in a particular area. Yet for the past twenty years licences have been granted for the asking, and in spite of opposition from chemists. We may take it for granted that in the absence of legislation (as differentiated from governmental department promises) the same iniquitous policy will be pursued. Presumably the fact that a large proportion of youth in pharmacy are not members of the Pharmaceutical Society may account for electoral apathy; but to such I would commend the pages of the *C. & D.*, which never turns down a sane grievance and has always championed the rights of chemists. There is urgent need for a "watch committee"; and I suggest that such should be constituted forthwith, with a special call to youth to fall in and take its full share in shaping the destiny of pharmacy. Your closing sentence regarding high technical education is very apt. Chemists are already far too highly educated for the consideration and reward they get from governments or the public.

LEAGUE OF NATIONS.—Dr. Charles H. La Wall, Dean of the Philadelphia College of Pharmacy, who was appointed some months ago as a member of the International Committee of the Health Council of the League of Nations to study the subject of opium assay methods, has completed the first part of the work and sent in his reports to the chairman (Professor L. van Itallie).

The New Works of Hirst, Brooke & Hirst, Ltd.

REMOVAL to premises specially erected for manufacturing purposes on an island site is an event that, in the nature of things, cannot happen very often in the history of a business; and it was thus with more than ordinary pleasure that a representative of THE CHEMIST AND DRUGGIST made an appointment, a few weeks ago, to see the new works and offices of Hirst, Brooke & Hirst, Ltd., at Leeds. The early history of this well-known house, now in its second century, was given in a *C. & D.* article as recently as January 25, 1930 (pp. 112-113), and need not be recapitulated in detail. It will suffice to mention that in 1821 Harriet Hirst and Thomas Brooke entered into partnership at 175 Briggate, Leeds; that in 1866, with the admission of a new partner, the style of the firm became Hirst, Brooke & Hirst; that Millgarth Mills has been the headquarters from 1881 till this year; and that conversion into a limited company took place in 1893. The present directors are Colonel E. A. Hirst, C.M.G., T.D., Mr. Geoffrey A. N. Hirst, Mr. H. G. T. Read and Mr. C. E. Clark.



THE FRONT OF SHEEPSCAR WORKS, LEEDS, WITH GATEWAY AT EACH END

Architectural Features

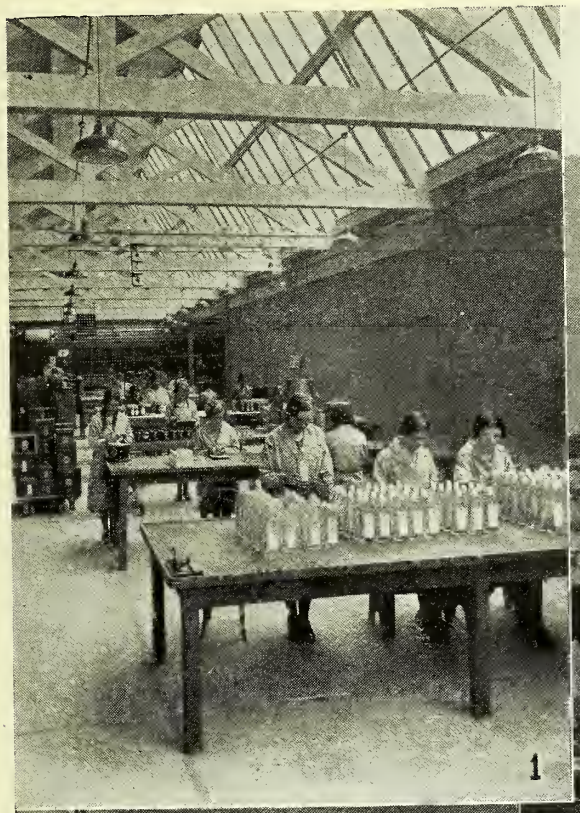
Sheepscar Works, erected by J. H. Wood & Co., a Leeds firm, to the specification of a Leeds architect, Mr. George W. Atkinson, stands conveniently near the centre of the city. A dignified frontage in Portland stone suggests, as is fitting, the purpose for which it has been designed, and gives entrance to the offices. Some of the figures relating to the construction of the building are of general interest. For instance, the excavation for foundations involved removing about 10,000 cubic yards of soil; the bricks used, including those for the main chimney (over 120 ft. high), number 2,250,000; sand, cement and other material for floors and foundation add up to 12,787 tons; roofs and supports account for 138,706 ft. (more than twenty-five miles) of timber; the glass used—and it may be noted in this connection that the lighting, mainly from above, is of a very modern type—amounts to 30,000 sq. ft. (approximately an acre); nails are estimated to weigh upwards of six tons; steel tubing for electrical supply extends to nearly four miles, and electric cable to twenty-two miles; and finally the total number of hours worked by those concerned in the contracts is in round figures 200,000. These data, selected from a longer list, are eloquent of expanding trade.

The Warehouse and Laboratories

A tour of Sheepscar Works naturally begins with the landing stage, where goods are received and dispatched. By an ingenious arrangement of the loading "bays," a much larger number of vans can be accommodated without congestion than is usually the case at works; and the height of the dock level has been carefully considered so as to give the maximum of speed in emptying or filling. On the opposite side of the yard is a row of structures for the storage of acids and inflammable liquids.

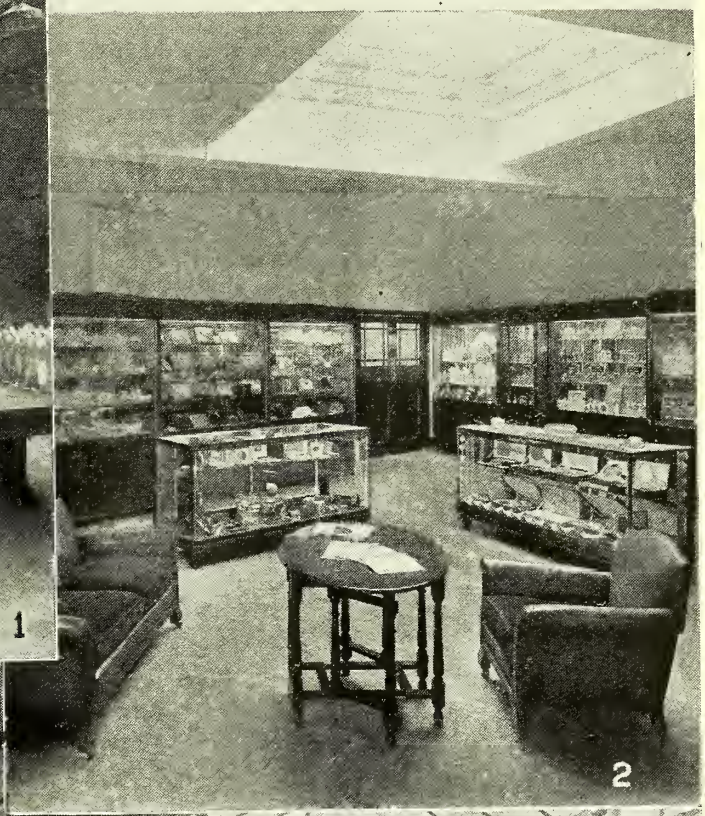
Entering the main building, the visitor first reaches the spacious warehouse for the reception of crude drugs, chemicals and other goods. Here, as throughout the works, the temperature is regulated by an automatic system of control, ensuring the limits found by experience to be the most desirable. In addition to the ordinary heating there is an instalment of warm air generators at various points, protecting the building from an over-moist atmosphere: the importance of this as a condition of perfect storage is obvious.

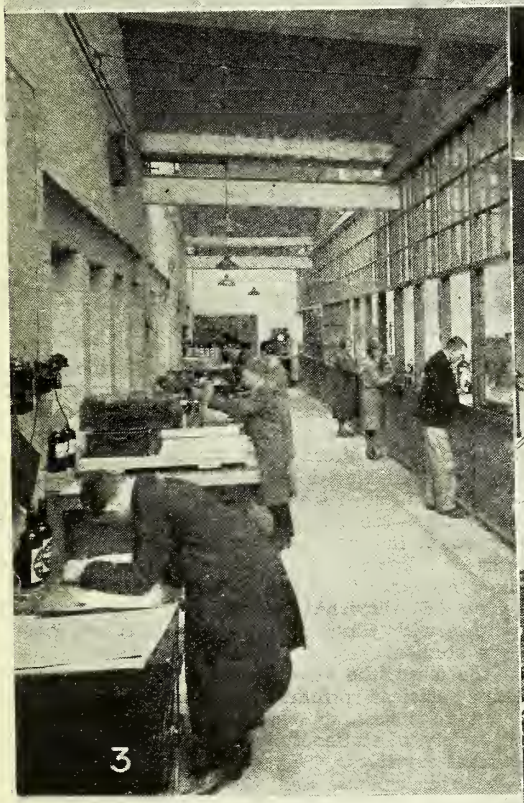
Near the warehouse is the series of laboratories, manufacturing and analytical. Modern as Messrs. Hirst, Brooke & Hirst's plant already was, advantage has been taken of the removal to add certain apparatus and machinery of the latest design for the large-scale manufacture of chemical and galenical preparations. The steam used in heating is led away for recovery and further use. An interesting feature is that the laboratory for manufacturing toilet preparations is an entity entirely separate from the general laboratory; it is hardly necessary to add that the analytical laboratory is separate from both the others. Close to the laboratories and the warehouse is the paint and colour department, a side-line possibly somewhat rare with manufacturing chemists in the twentieth century. Adjoining the crude drug store are the drug mills with their grinding machinery, mechanical sieves, and other appliances

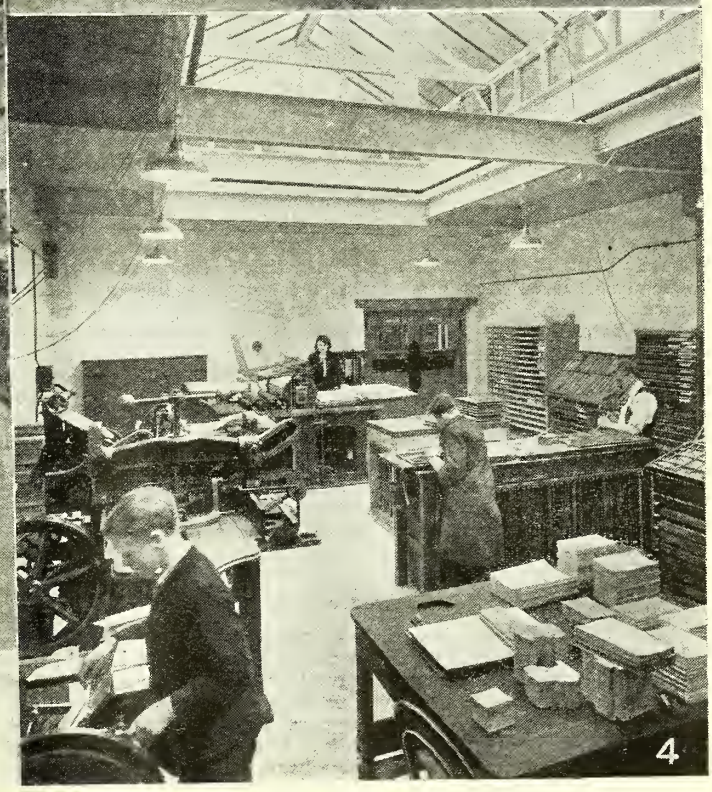


1. Packing Room.

2. Showroom.







3. Dispatch and Order Checking.

4. Printing Department.

SOME OF THE DEPARTMENTS AT SHEEPSCAR WORKS, LEEDS

for the blending of powdered drugs, gums, etc. The pill and tablet room, located on this side of the works, impresses by its workmanlike assemblage of mixing, cutting and finishing machines. Conveniently placed for the purposes of manufacturing and packing is the bottle storage department, comprising numerous tiers of racks devoted to the almost endless variety of glassware and earthenware that a modern manufacturing house has to store. Washing and sterilising form part of the routine in this section, and detachable trolleys facilitate the transport of loads. In this part of the works is the canteen, the decoration of which is carried out in the colours of the works club, green and yellow.

The Filling and Sundries Departments

As is usual to-day, " wets " and " dries " are filled in separate departments, both being equipped with automatic fillers and with ingenious scales that read the tare of the container. In addition to Messrs. Hirst, Brooke & Hirst's proprietaries, which include such " best sellers " as Smedley's Chillie Paste, Spear Brand products, White Bear Brand cod-liver oil, Lascelles' Pills, Gell's Foot Rot Ointment, an extensive connection has been built up in " own name " articles for retail chemists. Even such problems as the present sprinkler necks involve are devoid of terror at Sheepscar Works. Each batch of the product receives a number for checking and future reference.

From these two sections the visitor passes to the sundries department, where the convenient spacing of the fixtures, with wide gangways between them, is noteworthy. A novel feature is the installation of an " out of season " showroom, where goods occasionally wanted for special reasons—e.g., hot water bottles in summer—will be on view. Packing for dispatch in cases, hampers and so forth is done in a section near the three departments just described.

The Showroom

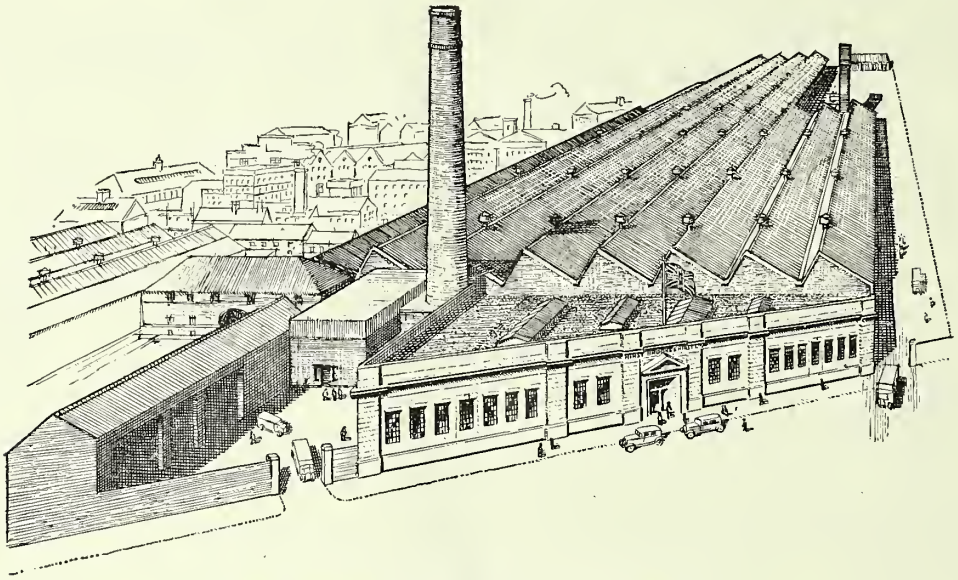
The quite modern showroom at the old works has been replaced by a still more up-to-date example of this excellent device for interesting retailers in the art of display as well as enabling them to see the newest goods without waste of time. The showcases are designed in walnut, with chromium-plated fittings and glass shelves, forming an artistic but unobtrusive background for the articles on view. In addition to the wall cases and island cases, part of one side of the showroom is occupied by a specimen retailer's window of average size, an idea brought from Millgarth Mills without falling into the temptation of making the window larger. This window is frequently re-dressed, and in each case the exact cost of the material used is noted, so that a customer wishing to copy the design before him can learn exactly how much he will need to invest. Though the average conception of window dressing among retailers is better than it was a few years back, many chemists in business are well aware of their limitations in this art, and will be glad to accept some of the hints offered in the specimen window.

The Offices and Printing Department

The offices, general and sectional, exemplify in a striking degree the value of system. As each order reaches the copyists, seven copies are made simultaneously and are sent to the requisite departments. When the goods have been assembled, the invoice is completed in the office and a record remains of all the stages through which the order has passed in the works. The telephonic installation is a model of completeness. In addition to the large number of external and internal lines, the inquiry office controls a system of calls to various parts of the premises by means of differently coloured lights working in conjunction with a buzzer, so ensuring the prompt finding of any of the principals wanted; further, the calls on the buzzer are differentiated so as to indicate whether they originate inside the works or otherwise. Over the private offices of the directors are coloured lights indicating whether or not they may be disturbed—another example of the thoroughness with which the problems of a new home have been studied.

From the offices the visitor passes to a compact and remarkably efficient printing department. Here are turned out price lists, showcards, labels, postcards and a great variety of stationery for use in the offices and by the representatives. The printing undertaken includes work in colour, and the price lists are fully illustrated.

Finally, the building possesses adequate cellarage for solids and liquids; among the latter are wines (in which there is a large trade) stored in enormous vats. On one side of the second yard attached to the premises is the boiler house, and on the other ample garage accommodation for the fleet of vans and for cars.



VIEW SHOWING THE EXTENT OF THE WORKS

5. One of the Drug Mills.

6. Dry Department.

7. Steam Laboratory.

8. Loading Dock.

MANUFACTURE AND DISPATCH AT SHEEPSCAR WORKS, LEEDS

«C. & D.» Retail Price List

THE May index figure for drugs is 143.3, against 147.3 in April, or for the corresponding period of last year 126.5. The fall this last month is mainly due to mercury salts, although prices in other drugs are anything but stable. In surgical dressings the index for May remains the same, at 135.7. The important changes for the month are set out below:—

Cost			Selling Price			
			16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
114	lb.	Agar-agar (shredded) ..	—	4 0	1 1	—
120	lb.	Agar-agar pulvis ..	—	4 3	1 2	—
40	lb.	Antimonium sulphuratum	5 0	1 5	0 5	0 1
138	lb.	Hyd. bisulph. (vermilion)	17 0	4 10	1 4	—
21	lb.	Lin. camphoræ	2 3	0 8	0 3	—
60	lb.	Lin. potassii iodidi c. sapone	—	2 2	0 8	—
36	oz.	Lithii iodidum	—	—	5 3	0 9
24	oz.	Menthol	—	—	3 6	0 6
93	lb.	Ol. menthæ Jap. (dementh.)	—	3 2	0 11	0 2
24	oz.	Oxyquinolin. sulph. (ortho.)	—	—	3 6	0 6
18	lb.	Potassii permanganas ..	2 3	0 8	0 3	—
20	oz.	Sodii valerianas ..	—	—	2 11	0 5
96	oz.	Theophyllin.-sod. acet.	—	—	—	2 0
30	lb.	Ung. resorcini co. B.P.C.	—	1 1	0 4	0 1

Trade Notes

DRUMMER DYES are advertised in this issue by W. Edge & Sons, Ltd., Bolton.

AYRTON, SAUNDERS & CO., LTD., manufacturing chemists, 34 Hanover Street, Liverpool, have acquired premises at 48 North Lotts, Dublin. Further details regarding the development of Ayrton service to Irish chemists will be found in the company's advertisement in this issue.

TOKALON, LTD., Chase Road, London, N.W.10, are making a bonus offer, details of which are given in their advertisement in this issue.

BUTLER & CRISPE, druggists' sundriesmen, 80 Clerkenwell Road, London, E.C.1, have issued a new edition of their catalogue of proprietary articles, drugs and packed goods, sundries and photographic materials.

BIZ-O-GEN PILLS.—The Biz-O-Gen Co., 16 Blacklands Road, Catford, London, S.E.6, are making a bonus offer in regard to this proprietary, particulars of which are given in the firm's advertisement, wherein will also be found a cash voucher available for fourteen days. The pills are packed in attractive display outers and showcards are available. One of these sales-aids is shown in the accompanying illustration.

THE prize-winners in the competition organised by Burgoyne, Burbidges & Co., Ltd., manufacturing chemists, East Ham, London, E.6, in connection with their display at the recent Chemists' Exhibition were:—(1) Mr. L. Angus, 285 Mile End Road, London, E.1; (2) Mr. T. Wilson, 256 King Street, London, W.6.

CALCUSOL.—Alfred Bishop, Ltd., 48 Spelman Street, London, E.1, have added a new line to their well-known effervescent preparations. Calcusol, as it is called, contains piperidine and potash, and reports from those who have taken this remedy for lumbago have been highly gratifying, particularly when used in conjunction with Rumoleo, a remedy for external application.

C. BENNETT & CO., Vine Street, Tooley Street, London, S.E.1, have drawn our attention to three toilet lines they have recently introduced, namely, peroxide solid dentifrice, oxygen bath salts and Marienbad slimming salts. The dentifrice, which is packed in aluminium boxes, is pleasantly perfumed and refreshing, while the nature of its composition should aid the selling appeal. One dozen tins are packed in a display outer. The bath salts, which are also nicely perfumed, are packed in cartons wrapped in transparent tissue.

A suggested arrangement for a display of the elastic adhesive products of T. J. Smith & Nephew, Ltd., 5 Neptune Street, Hull.

Marriages

HUMPHREYS-HAWKINS.—At Salisbury Park Congregational Church, Wrexham, on May 19, William Hugh Humphreys, chemist and druggist, to Jess Hooke Hawkins.

MARSH—SPILMAN.—At Brunswick Church, Hull, on May 26, Walter Marsh, chemist and druggist, 91 Promenade, Bridlington, to Doris Spilman, chemist and druggist, eldest daughter of Mr. J. J. Spilman, chemist and druggist, 179 Holderness Road, Hull.

MITCHELL—FRY.—At St. James's Church, Dover, on April 25, Andrew Mitchell, chemist and druggist, Folkestone, to Hilda Jane Fry.

Deaths

BARR.—At his residence, Ashlea, Gogoside Road, Largs, recently. Mr. Bryce Barr, retired chemist and druggist, aged seventy-nine. Mr. Barr and his partner, Mr. Alexander Fraser, were many years ago appointed collectors of rates for the old Parochial Board, and when the Board was followed by the Parish Council Mr. Barr was appointed inspector of poor and clerk to the Council, a position he held until the Parish Council was dissolved with the coming into operation of the recent Local Government (Scotland) Act. Mr. Barr was a keen Volunteer, and retired with the rank of major. He leaves a widow, a son and daughter. The funeral took place at Largs Cemetery on May 28.

GALL.—At 18 Thoroughfare, Woodbridge, on May 22, Mr. Alfred Gall, chemist and druggist, aged seventy-eight. Mr. Gall succeeded his uncle in business at Woodbridge in 1892. The pharmacy was established in 1780, and had been carried on by a member of the Gall family since that date. For several years Mr. Gall was churchwarden of St. Mary's Parish Church, and served on the first and succeeding Urban District Councils. At the time of his death he was a Governor of the Seckford Charity and other local bodies. His only recreation was yachting, and in the jubilee year of his yacht "The Syren" he was presented with an illuminated address. He was a chorister at his church for a long term of years and musical director of the Woodbridge Horticultural Society. Mr. Gall is survived by two daughters. The funeral took place on May 25 after a choral service at St. Mary's Church, which was numerously attended.

HUGHES.—At his residence, 75 Ashton Road, Hillside, Southport, recently, Mr. Edward Hughes, retired chemist and druggist, late of 14 Old Market Place, Altrincham, aged seventy-two.

SCATES.—At Dollis Hill, London, N.W., on May 7, Mr. Henry Arthur Scates, chemist and druggist, aged twenty-six.

SHERWOOD.—At Blundellsands, Liverpool, on May 12, Mr. Joseph Henry Sherwood, chemist and druggist. Mr. Sherwood passed the Qualifying examination in 1893.

WILLIAMS.—Recently, Mr. William Robert Williams, chemist and druggist, 74 Woodville Road, Cathays, Cardiff, aged fifty-four. Mr. Williams was president of the Cardiff Pharmacists' Association in 1913. The funeral took place at Cardiff Cemetery on May 25. Prior to the interment a service was held at St. Teilo's Church, where, in addition to the family mourners, the following were present:—Messrs. R. Robinson (president, Cardiff Pharmacists' Association), J. Lee Jones (vice-president, Cardiff Branch of the Retail Pharmacists' Union), E. Poole, Hugh J. Jones, G. Thomson-Williams, W. Griffiths, F. Lea, R. Goundry, H. F. Davies, J. D. Jenkins, A. T. Mogg, J. Reynolds (Mountain Ash), W. Thomas, A. M. Thomas, J. Rees and D. J. Williams, B.Sc. (Bristol). Among the many floral tributes was one from the local Association.

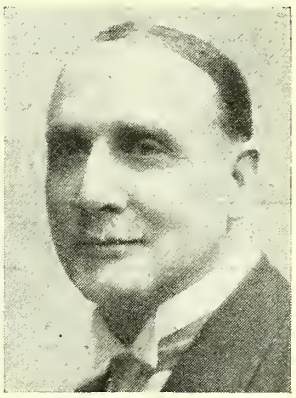
Personalities

MR. J. O. ROBERTS, chemist and druggist, Newtown, Mont., has been elected president of the local Traders' Association.

SIR HENRY WELLCOME, governing director of the Wellcome Foundation, Ltd., has been elected a Fellow of the Royal Society.

MR. JOHN AUSTEN, PH.C., managing director of G. T. W. Newsholme, Ltd., chemists, Sheffield, has been presented with his portrait to commemorate his term of office as president of the local Rotary Club.

MR. F. GLADSTONE HINES, the newly elected president of the Pharmaceutical Society of Great Britain, passed the Qualifying examination in 1902, and after a brief experience with a manufacturing firm went into retail business on his own account. For several years he carried on a pharmacy at York as Folkard & Co., and while residing in the city was first returned to the Council of the Society in 1917. Since that year he has served continuously on the Council and in National Health Insurance matters, and has extended his political activities. Mr. Hines has lately become a director of Grimwade, Ridley & Co. (Ipswich), Ltd., wholesale and manufacturing chemists; he also retains certain retail interests. In 1930 Mr. Hines was elected vice-president of the Society.



MR. F. G. HINES

MR. JOHN KEALL, who, as announced on p. 624 of this issue, has been elected vice-president of the Pharmaceutical Society of Great Britain, is the son of the late Mr. Holmes Keall, a London pharmacist. He was apprenticed to his father, and qualified in 1898. Mr. Keall has had a wide experience in pharmaceutical affairs; he is a past-chairman of the Retail Pharmacists' Union Executive, a past-president of the Proprietary Articles Trade Association, a member of the Chemists' Sickness and Provident Society's Committee, a past-chairman of the London Pharmaceutical Committee, and has served on the Council of the Pharmaceutical Society since 1915. In addition, he is a member of the Wandsworth Borough Council, and does useful work on several of its committees. Mr. Keall became treasurer of the Society in 1930.

MR. J. KEALL

MR. GEORGE BRUCE, chemist and druggist, Westcliff, recently addressed the Southend-on-Sea Rotary Club on the subject of "Pharmacy."

MR. F. J. HANBURY, PH.C., has presented to the Department of Botany of the British Museum, South Kensington, S.W., the British herbarium of the late Dr. John T. I. Boswell, comprising about 20,000 sheets of well-mounted plants, contained in mahogany cabinets. This collection will be kept intact by the wish of the donor.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

C/245. Ava injection
E/26. British makers of tooth-paste containing neosalvarsan
H/305. Compura beauty preparations
S/195. Euphoryl ampoules
M/255. Kylemdi
F/255. Perparin Tablets (for gallstones)
H/285. Pino-Tar Soap

THE
CHEMIST AND DRUGGIST
VOL. CXVI JUNE 4, 1932 NO. 2730

A Definite Policy Wanted

It seems that the Import Duties Advisory Committee's interpretation of Section I (3) of Part I of the Import Duties Act, 1932, differs considerably from that given to it when this legislation was first introduced. The section in question provides for the exemption of classes of goods from liability to the general import duty of 10 per cent., provided that . . . except in such cases as seem of special urgency, the Advisory Committee shall not take into consideration the question whether any recommendation ought to be made under this subsection until the expiration of six months from the passing of the Act. . . . This provision was looked upon as giving a margin of safety to importers to carry on their business in the normal way by holding adequate spot stocks, and as an indication to consumers that they could purchase supplies of imported raw materials for a reasonabe period ahead, without fear of the duty being suddenly removed. It was appreciated that the Advisory Committee would be inundated with applications for exemptions for the very considerable number of raw materials which are not, and mostly cannot, be produced here, and that it would take some months to deal with them. The six months as a close period for even the consideration of exemptions from duty was accepted and acted upon as a period of safety to all concerned, and it was anticipated at the expiration of that time the Advisory Committee would have dealt with all the applications and be in a position to recommend the Treasury to issue a substantially complete list of goods from which, in the interest of trade, the duty should be removed. The issue by the Advisory Committee of a notice in the first days of May, and another a fortnight later, stating they were considering applications for the removal of the general tariff on two or three dozen products, which included a number of important essential oils, came as a complete and extremely unpleasant surprise. It was recognised that these and many other similar products would probably be exempted in due course, but it was assumed that no action would be taken before at least six months had elapsed from the date of the passing of the Act, February 29 last.

Special Urgency

The immediate result of these products being treated as of " special urgency " has been to create a nervous feeling in all markets dealing in dutiable products which have to be imported. The projected early removal of the duty has had a weakening effect on the markets for the products mentioned in the two notices, and brought business in them practically to a standstill; the fair probability of further notices being issued long before the six months has elapsed has definitely had a restrictive influence on buying and selling in a wide range of other products. If, for instance, the Advisory Committee consider the exemption of anise oil of special urgency, we suggest cassia oil is equally entitled to similar consideration. Again, why give preferential treatment to lavender oil over rosemary, petitgrain and many other essential oils? If the few products of the chemical and allied industries mentioned in the two notices issued last month are deemed to be cases of special urgency for the removal of the duty, then there is no reason whatever why some two or three hundred or more other products should not be made the subject of similar early action. The few products mentioned in the two lists in question are no more and no less cases of special urgency.

Loss and Injury

The unfortunate importer who landed and paid duty on a ton of lemon or peppermint oil, and the consumer who purchased his requirements for three months ahead, now find they stand to lose with the weakening in the spot market that took place immediately the Committee's notices were published. Is it quite fair to demand the duty one day and then on the next to notify that consideration is being given to the question of cancelling it? The sudden infliction of import duties, the continual changes in the *ad valorem* rates charged, and this new menace of spasmodic preferential treatment by the removal of the import tax on a handful of products is causing unnecessary loss, demoralising business, and creating a state of nervousness throughout the markets. Importers are being forced to limit their business to spot dealing; they cannot afford to take the risk of loss by importing in the normal way under such conditions. Similarly, consumers are restricting their purchases to the smallest quantities, not knowing what may happen from day to day. Those responsible for the issue of the two notices in question appear to have completely overlooked the effect their action would have on the markets and its paralysing effect on business. Let us have free imports of all products not produced here, excluding luxuries, by all means, but let us observe and apply generally the procedure laid down in the Act, which was undoubtedly provided for the specific purpose of upsetting business as little as possible. A serious blunder has been made, and it is due to industry and commerce that the Import Duties Advisory Committee should quickly make known their intentions in a precise manner. Are they going to continue to tinker with this question of exemptions by issuing at short intervals lists of a few products, and so make business even more of a gamble than ever, or, as we think they might well do, are they going to deal with the subject in a comprehensive manner by at once issuing a notice stating they do not intend to recommend the Treasury to exempt any classes of goods until at least six months from the passing of the Import Duties Act, except genuine cases of special urgency, and that by that time they hope to have completed their investigations into all applications and to make recommendations accordingly?

Pharmaceutical Society of Great Britain

Council Meeting

A MEETING of the Council was held at 16 Bloomsbury Square, W.C.1, on June 1, Mr. A. R. Melhuish (retiring president) in the chair at the commencement of the proceedings. Mr. Parry was the only absent member.

TUESDAY'S PROCEEDINGS

Among the matters dealt with by the Council at their meeting on May 31 was the following:—

A letter was received from the Retail Pharmacists' Union conveying resolutions concerning the Pharmacy and Poisons Bill passed at the conference of representatives of the Union on May 25. The president reported that he had informed the Home Office of the decisions at the delegates' meeting and at the annual meeting of the Society. He had not yet heard what were the intentions of the Government with regard to the introduction of the Bill.

MR. WELLS'S RETURN

The CHAIRMAN, at the outset, extended a cordial welcome to Mr. Wells, recalling that he had previously been a member of the Council. They all knew Mr. Wells personally, and had appreciated his work while he was a member. He expressed the hope that Mr. Wells was now beginning an association with the Council which would last for very many years, and be very pleasant to him. (Applause.)

Mr. WELLS, returning thanks, said he was very glad to be back at the Council table. He was particularly pleased with the result of the election, first on personal grounds, because it gave him an opportunity of rejoining his former colleagues, and secondly because his election might be taken as an endorsement of the Council's policy. This, he had contended and still believed, was a statesmanlike attitude for the Council to adopt. It was his privilege and pleasure to occupy the position on the Council vacated by Mr. Bilson, and he recalled with satisfaction the advice and help he had received during the three years he was on the Council with Mr. Bilson. He hoped that when the time came for him to retire he would leave behind him the esteem in which Mr. Bilson had been held. He also hoped that the experience he had gained during his three years on the Council would be of some benefit to his colleagues.

ILLNESS OF MR. PARRY

The CHAIRMAN said he had received a letter from Mrs. Parry regarding the condition of their colleague, Mr. Parry, who, he regretted to learn, was still far from well. He suggested that the Council should send Mr. Parry a letter with hearty wishes for his speedy and complete recovery. The suggestion was cordially adopted.

DEATHS

THE CHAIRMAN next made reference to the losses the Society, pharmacy, and indeed the country, had sustained by the deaths of men well known in pharmacy. First he mentioned the name of Dr. John Thresh, of Chelmsford, late medical officer of health for the county of Essex, and a former member of the Society's Board of Examiners. His passing was a definite loss to pharmacy. By a coincidence they had also to regret the death of one who was an apprentice, assistant and a successor of Dr. Thresh, namely, Mr. Robert Wright, of Buxton, at the age of seventy-three. He was for many years a valued member of the Board of Examiners, and president of the Conference when it was held in Aberdeen in 1908. Mr. Wright contributed between seventy and eighty pharmaceutical publications to "The Pharmaceutical Journal." Another notable pharmacist who had passed away was Mr. George S. V. Wills, Ph.C., founder and principal of the Westminster College of Pharmacy. Probably as many members of the Society had passed through his hands as had been trained by any other proprietor of such an institution. He would be especially remembered for his genial personality.

Mr. PECK, in paying a tribute to the worth and work of Mr. Wright, said they first met at the Conference in Liverpool in 1896, and when he joined the Board of Examiners, in 1901, Mr. Wright was then a member of that Board. He (the speaker) well remembered how other examiners looked up to Mr. Wright for advice and inspiration, especially when they were up against any difficulty. They looked upon him, indeed, as "the Father of the Board," as he styled himself in later years. Speaking as an ex-secretary of the Conference, Mr. Peck said that no programme was complete without one or two communications from Messrs. Wright and Farr. It was interesting to know that they did not meet until they had been collaborating for several years. Mr. Wright was a tremendous worker, and some of his work had become historical. It was a great honour to number him among one's closest friends.

The members of the Council stood in silence as a tribute to the memory of men to whom the chairman had referred.

CONGRATULATIONS TO SIR HENRY WELLCOME

The CHAIRMAN next alluded to the honour conferred on Sir Henry Wellcome by the Royal Society, which had elected him a Fellow. He had been associated with pharmacy for a great number of years, and his research work had now been recognised by one of the oldest and most distinctive societies in the world. They would all join heartily in congratulating him.

GIFTS TO THE SOCIETY

The CHAIRMAN also referred with gratification to the gifts of some original specimens of Brockeden's compressed pills, together with literature, from Mr. Bullen Cooper, of South Kensington, and a print of Culpeper, the herbalist, from Mr. W. H. Quarrell.

ELECTION OF PRESIDENT

The Council proceeded with the election of officers for the ensuing year. Mr. Hines was the only nomination for the presidential chair, receiving seventeen votes. There were two blank papers.

Mr. MELHUISH, after investing the new president with the chain of office, congratulated him, and added that he hoped he would have a good time, though perhaps not quite so strenuous, as he (the speaker) had had. (Applause.)

Mr. HINES, in reply, expressed his appreciation of the confidence which his election indicated the Council had in him. He wished to assure them that it would be his desire to carry out his duties with the efficiency and tact which the office demanded. He was conscious that in accepting the position he was doing so at a time when the stress and strain of the past two years had ended. The spade work had been done, and it was for them now to implement the decision which the Council had arrived at. They had to wait on the national need at the moment, but there was valuable work which could be done. During the period of waiting there was much domestic reconstruction to which they could put their hands. Many of the committees had important work on hand. The revision of the Codex was proceeding. He appealed to the members for their sympathy and consideration, and he was sure he would not ask for it in vain. (Applause.)

ELECTION OF VICE-PRESIDENT

Mr. Keall was elected vice-president. He received seventeen votes, and there were three blank papers.

The PRESIDENT extended his personal congratulations to Mr. Keall.

Mr. KEALL, returning thanks, said he appreciated such a mark of confidence. It was seventeen years since he first became a member of the Council, and he was conscious of the responsibilities of the position he would now occupy. He wished, therefore, to associate himself with the remarks of the new president as to the future outlook and the work facing the Society. He would be delighted to supplement Mr. Hines's efforts in every possible way. He felt sure his new duties would be interesting to him, and open up fresh experience of the work of the Society, and he welcomed the opportunity of helping it on its wonderful career.

ELECTION OF TREASURER

Mr. Jenkin was elected treasurer in succession to Mr. Keall, receiving eighteen votes. There were two blank papers. He was congratulated by the president.

Mr. JENKIN, acknowledging the compliment, said he would try to follow in the footsteps of those who had previously held the office, and had established high traditions.

THANKS TO THE RETIRING PRESIDENT

The PRESIDENT expressed the thanks of the Council to Mr. Melhuish for his work during the past year. He thought it was a commonplace, but perfectly true, that Mr. Melhuish had borne a burden which had fallen to the lot of few presidents of the Society. Members of the Council would agree that Mr. Melhuish had brought to bear upon the difficult task not only a great deal of tact, but also an infinitude of patience. In his public sphere he had been a popular success. His genial personality had secured for him a very real measure of affection from all members of the Society, and particularly at the headquarters. In all the intimate affairs and control of the work of the Council Mr. Melhuish had shown all the abilities which his colleagues knew so well, and which they had come to regard more highly as the years went by. His tact and his forbearance had been a delight, and he had set a standard which would take a good deal of living up to. He was sure the Council would wish a resolution of appreciation to go on the minutes, and he moved that the Council's thanks be accorded to the retiring president for all he had done. (Applause.)

The VICE-PRESIDENT seconded the resolution. He said he had had the privilege of being associated with Mr. Melhuish on the Council for many years and also in other walks of pharmaceutical life. He had been associated with him, too, in his work in London, and he wished to endorse all that the president had said. (Applause.)

Mr. MELHUISH, in reply, congratulated both the president and vice-president in taking office. He appreciated very highly what they had said regarding his work, and wished to thank all the members of the Council for the way in which they had helped him during the last two difficult and strenuous years. He assured them that he had given of his best. (Applause.)

OFFICERS AND COMMITTEES

The principal officers of the Society were reappointed, and committees were elected as follows:—

(The president and vice-president are *ex-officio* members of all standing committees.)

Benevolent Fund.—Mrs. Freke, Messrs. Antcliffe, Atkinson, Beardsley, Guthrie and Hardy.

War Auxiliary Benevolent Fund.—Consisting of the members of the Benevolent Fund Committee.

Finance.—Mrs. Freke, Messrs. Beardsley, Guthrie, Jack, Jenkin, Neathercoat, Parry and Peck.

Publications.—Messrs. Humphrey, Jenkins, Marns, Melhuish, Parry. Skinner, Simmons and Wells.

Law.—Messrs. Antcliffe, Atkinson, Hardy,, Marns, Peck, Rowsell, Simmons and Wells.

Establishment.—Mrs. Freke, Messrs. Deacon, Guthrie, Hardy, Humphrey, Jenkin, Melhuish and Rowsell.

Education.—Mrs. Freke, Messrs. Deacon, Humphrey, Jack, Melhuish, Parry, Peck and Rowsell.

Organisation.—Messrs. Antcliffe, Beardsley, Deacon, Hardy, Marns, Neathercoat, Simmons and Wells.

Parliamentary Fund.—Representatives of Council:—President and vice-president, and Mr. Neathercoat.

British Pharmaceutical Conference Executive.—Representatives of Council:—Messrs. Beardsley, Keall and Melhuish.

Codex.—President, vice-president, Messrs. Humphrey, Melhuish, Neathercoat, Parry, Peck and Skinner.

Quarterly Journal of Pharmacy—Editorial Committee.—Representatives of Council:—President, vice-president, Messrs. Humphrey, Peck and Skinner.

Journal Inquiry Committee.—Messrs. Deacon, Humphrey, Hines, Keall, Marns, Melhuish, Peck, Simmons and Skinner.

Examinations Committee.—President, vice-president, and the past presidents of the Society.

ELECTIONS AND RESTORATIONS

Seven persons were elected as members of the Society and four as student-associates. A large number of persons were restored to the Society. Two persons were restored to the register. The registrar reported that sixty persons had been registered as apprentices or students.

PETRIE TRUST BURSARY

On the recommendation of Dr. Tocher, the Petrie Trust Bursary was awarded to Donald Morrison.

PHARMACY AND POISONS BILL

Letters were read from various branches regarding the Pharmacy and Poisons Bill.

EDUCATION COMMITTEE

The report of the Education Committee stated that at the request of the Council the Committee had considered the question of instituting vacation courses for pharmacists, and they were of opinion that a beginning might be made by a course to be held in the Society's School during the coming summer. The Committee had had particularly in mind the needs of the pharmacist in business, and believed that the subjects selected and the way in which they would be treated by the lecturers would provide a course which it would be well worth while for any pharmacist in retail practice to attend. They now recommend that a vacation course for members of the Society be held in the Society's School of Pharmacy from 2 p.m. on Monday-July 25, to 5 p.m. on Friday, July 29, 1932. Fees, £2 2s. for the full course; 10s. 6d. for each half-day.

Mr. PECK recalled that at the April Council meeting the Committee had been asked to take the matter into consideration. They had accordingly given it serious attention, and the scheme was outlined in the report now submitted. Some people might suggest that the date selected was rather early, but the Committee had come to the decision that it was the only date available this year. A time-table would have to be arranged later. It would be seen that the subjects were very comprehensive. He thought the Council should realise that this was an experiment and should be self-supporting. If the scheme were successful in London, there was no reason why an attempt should not be made in other centres. He hoped members of the Council would make the course widely known, and he thought it ought to be a success. The report was adopted.

BENEVOLENT FUND COMMITTEE

The report of this committee showed that eleven applications had been received and grants made ranging from £10 to £26. The following special contributions were acknowledged:—Anonymous, £25; Hastings and St. Leonards Branch, £5 5s.; Hull Chemists' Association, £5 5s.; T. & W. & W. Southall, Ltd., £5 1s. 9d.; Hull Chemists' Trade Association, £2 2s.; National Association of Women Pharmacists, £2 2s.; F. G. Holoran, 8s. Orphan Fund.—Hastings and St. Leonards Branch, £1 1s. The report was adopted.

WAR AUXILIARY BENEVOLENT FUND

The report of this committee showed that three applications had been received, and recommended two

grants, of £52 and £40 respectively. The report was adopted.

British Pharmaceutical Conference

The report of the Conference Executive Committee mentioned that, referring to the death of Dr. Claridge Druce, president of the Conference in Dublin in 1901 and in Dundee in 1902, the chairman paid tribute to his services to the Conference and said that all would regret his loss. Mr. H. M. Dugan and Mr. W. F. Hay submitted the draft programme for the Aberdeen Conference, which was approved. The report was adopted.

The Organisation Committee of the Pharmaceutical Society has decided that for the first meeting of Conference delegates at the Aberdeen meeting of the British Pharmaceutical Conference there should be a paper on "The Supervision of Apprenticeship and some Related Problems." The Committee recommended that Mr. F. W. Adams be asked to read the opening paper. For the second meeting a paper on "The Possibilities of Developing the Pharmaceutical Business of a Chemist and Druggist" has been chosen.

Establishment Committee

A recommendation from the Establishment Committee, stating that while the Council wished to adhere in principle to the resolution that their meetings should be open to members of the Society, the lack of accommodation made it impossible for this to be carried into effect at present, was agreed to without discussion.

Finance Committee

The financial statement showed that receipts since the last meeting, including a balance of £6 16s. 5d., amounted to £7,168 12s. 6d., comprising the following items:—Subscriptions, £1,177 11s. 6d.; registration fees, £157 10s.; certificates of qualification, £1 1s.; examination fees, £835 16s.; Pharmacological Laboratories, £156 5s. 6d.; penalties and expenses, £71 18s. 6d.; rentals, £25; "Pharmaceutical Journal," advertisements, etc., £943 5s. 5d.; Quarterly Journal, £42 17s. 5d.; "Pharmaceutical Pocket Book," £19 11s. 1d.; Registers, £4 2s. 3d.; examination papers, £8 2s. 9d.; Pharmaceutical Press publications, £8 18s. 11d.; B.P. Codex, £96 15s. 3d.; F.S.S.U. contributions, £12 4s. 4d.; sale of waste paper, 16s. 2d.; transferred from deposit account, £3,600. Payments ordered at the last meeting amounted to £7,132 6s. 11d., leaving a balance of £36 5s. 7d. The balance on the other accounts were:—Benevolent Fund (current account), £14 0s. 6d.; Benevolent Fund (donation account), £16; War Auxiliary Benevolent Fund, £64 18s. 11d.; Orphan Fund, £30 15s. 6d. The report recommended that accounts amounting to £4,784 11s. 1d. be paid, and that the action of the secretary in making payments amounting to £953 14s. 0½d. be approved. The report was adopted.

Law Committee

The report of the Law Committee, presented by Mr. Marns, stated that in England and Wales, since the last report, 1,011 shops have been visited; of these 766 were chemists' shops. In 762 chemists' shops a certificate was exhibited. The remaining 245 shops were carried on by unqualified persons. At eighteen of these certain infringements of the Pharmacy Acts were reported. In Scotland, since the last report, sixty-four chemists' and one shop carried on by an unqualified person have been visited. In all the chemists' shops certificates were exhibited.

This was all the public business.

Retail Pharmacists' Union

THE following is an abridgement of the official report of the conference of representatives held at the Holborn Restaurant, London, W.C.1, on May 25, Mr. F. D. Phillips in the chair.

Chairman's Address

The Chairman extended a hearty welcome to the representatives on behalf of the Executive, and said it was an honour and pleasure to preside over this annual conference, which was the first of its kind held under the auspices of the Retail Pharmacists' Union. Mr. Phillips explained that until the individual membership had become sufficiently universal it had not been possible to arrange an equitable scheme of territorial election of representatives for a conference like the present one. The Executive regarded this annual conference as a parliament of members at which the members' representatives could directly challenge any action or lack of action on the part of the central Executive.

Mr. Phillips referred to the work which the Executive had done in connection with the National Health Insurance drug fund, and drew attention to the first item on the agenda—the Pharmacy and Poisons Bill—and the resolutions which had been adopted by the Executive subject to the approval of the conference. These two resolutions gave a clear idea of the views held by the Executive in regard to the Pharmacy and Poisons Bill, but in view of recent developments the Executive felt that the authority of the conference should be obtained in regard to these resolutions. It was with great reluctance that the Executive had come to these conclusions, but it believed that the policy indicated was in the best interests of pharmacy in the present circumstances. In regard to the suggestion that the R.P.U. should take another card vote, the chairman pointed out that when the original vote had been taken the Executive wanted the answer to be "No," because it was essential that the R.P.U. should have the support of its members in the efforts which were being made in conjunction with the Pharmaceutical Society to secure desirable additions to the Bill. If, however, a card vote had to be taken at the present time and the present position was fully realised by members, he was certain that a different result would be obtained. The first card vote was not a decision on the real merits of the Bill itself. Then everybody was opposing the Bill in order to get improvements; but now, as the principal amendments had been refused, it was necessary to consider whether the Bill itself was acceptable. The Pharmaceutical Society had decided that the Bill was acceptable, and the Society's conference and annual meeting had done the same. It now remained for this conference to make its decision in regard to the two resolutions in the agenda proposed in the name of the R.P.U. Executive.

Pharmacy and Poisons Bill

The conference then discussed the position in regard to the Pharmacy and Poisons Bill. In the course of the discussion the question was asked why the R.P.U. had withdrawn its opposition to the Bill, and the chairman asked Mr. Mallinson (secretary) to explain the general position of the Executive in regard to the Bill.

Mr. Mallinson said it would be necessary to go right back to the Departmental Commitee, or before that, to the time when the Committee was first appointed, when both the Pharmaceutical Society and the R.P.U. had protested against the limited scope of the inquiry. Evidence had been given before the Departmental Committee, and the Pharmaceutical Society and the R.P.U. had conferred in regard to the evidence which should be given in support of the continued control of poison scheduling by the Pharmaceutical Council. During the inquiry, however, there had developed in the Committee a feeling against the Pharmaceutical Council remaining

the controlling body in regard to the scheduling of poisons and the making of regulations for the sale of poisons. As a result, the Pharmaceutical Society had been invited to give supplementary evidence suggesting an alternative. The R.P.U. had suggested that if it was desired that other interests should be represented, the Government could nominate three members to serve on the Pharmaceutical Council, but the Pharmaceutical Council had decided to submit the alternative of a Poisons Board. The evidence of the Pharmaceutical Society regarding a Poisons Board was accepted, and provisions for such a Board are now Part II of the Bill.

The draft Bill gave neither the reservation of the sale of poisons nor dispensing to pharmacists, and the R.P.U. had, therefore, set out to create violent opposition to the Bill. Part I of the Bill was considered to be acceptable, as there was not an item in this part to which serious objection could be raised by anyone who had the interests of the craft at heart. In opposing the Bill, the object of the R.P.U. had been to get amendments which would give what was wanted; and if the late Government had not fallen when it did, it was probable that at least 50 per cent., if not all, of the desired amendments, would have been obtained, but with the fall of the Government all hopes of this had vanished. Mr. Mallinson stated that the R.P.U. had not changed its opinion in regard to the Bill; it had never been considered possible to get Part II eliminated entirely, but at one time there had been a hope of getting some control which would make the rest more palatable.

To-day the position was altered, and with the present Government in power which could not be beaten upon a sectional interest, there were only two courses open—either to accept it and try to get improvements by negotiations, or to reject the Bill entirely. The R.P.U. considered the latter course would be worse than accepting the Bill, even with the present objectionable Part II, as to-day the present privileges were being whittled down in such a way as made the provisions in Part I of the Bill essential. The Bill provided for a better control of poisons generally; hospitals, wholesalers, etc., would in future be subject to inspection in the same way as the pharmacist; in fact all sellers of poisons would have to comply with regulations for the storage, transit and selling of poisons.

In regard to the sale of Part II poisons, Mr. Mallinson said that he did not consider that the Bill would have the effect generally feared, as there would be no new vested interests and what was everybody's right was nobody's privilege; also the control, inspection and fear of prosecution would militate against universal selling of poisons; further, the new Part II list would be a limited list of articles and would be entirely different from the existing Part II of the Schedule. The R.P.U. Executive had been forced to the conclusion that it would be wiser to assist the Pharmaceutical Society and try to get amendments wherever possible. In regard to the objections which had been made to Part I of the Bill, Mr. Mallinson pointed out that there could be no privileges without obligations, and further, in regard to the fear that heavy fees would be payable, he maintained that the Society could not honourably take anything more in the way of fees than was necessary to meet the extra expense caused by the Bill.

The resolution from the Newport and Monmouth and Mid-Glamorgan Branches that another card vote should be taken was put to the conference and was lost, only a few members voting in favour. The following resolutions submitted by the R.P.U. Executive were then put and were adopted, only two representatives voting against them:—

"That the R.P.U. Executive, realising that the Pharmacy and Poisons Bill includes in Part I provisions asked for by the Pharmaceutical Society and in Part II proposals given in evidence by the Society, and that the Council's decision to support the Bill has been ratified by the Society's delegates' conference, is of opinion that the other pharmaceutical organisations cannot now successfully oppose the Bill."

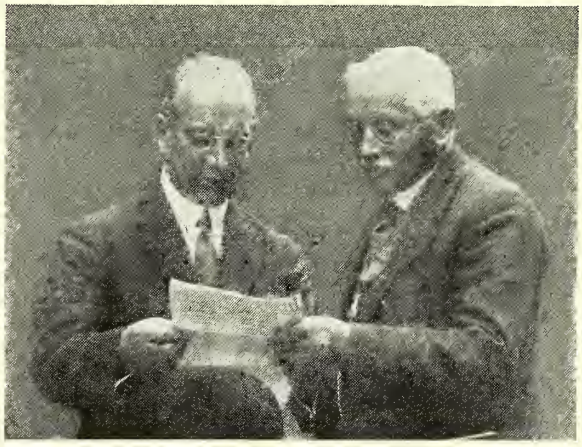
"That the R.P.U. Executive, being satisfied that the Pharmaceutical Council assisted the opposition to the Bill in order to secure advantageous additions and not for the purpose of preventing the provisions already in the Bill becoming law, appreciates the difficult position in which the Council was placed by the Government's refusal to make the desired additions to the Bill, and is now prepared to assist the Council in preventing undesirable changes in the Bill during its passage through the House of Commons, whilst reserving to itself the right to use any available opportunity to secure desirable amendments."

National Advertising

The conference considered the question of the R.P.U. organising a scheme for national advertising on motions submitted by Mr. J. Milner and the Bradford Branch. The memorandum giving the results of the *questionnaire* which had been sent out by the R.P.U. was also considered, and the following resolution was adopted:—"That the whole matter be referred back to the Executive to produce an advertising scheme to submit to the members."

Organisation

In regard to the resolution upon the agenda in the name of the R.P.U. Executive suggesting an alteration



Photo] [*Cleworth*

THE CHAIRMAN OF THE R.P.U. EXECUTIVE (RIGHT) STUDYING THE CONFERENCE AGENDA WITH THE SECRETARY

in the present title, the CHAIRMAN explained that the Executive felt they had to meet the many criticisms of the present title which had been received during the past ten years. Further, they thought it was not entirely suitable for the organisation as constituted to-day. It was suggested, therefore, that the title should be changed to that of "National Pharmaceutical Union."

Mr. MALLINSON explained the reasons which had influenced the Executive in making this suggestion. There were several objections to the present title, which was in fact a misnomer owing to the membership being a shop membership and including businesses carried on as limited companies. The word "National" had been chosen because it implies a nation-wide organisation. "British" was not suggested, because the R.P.U. organisation did not operate in Scotland; the word "Pharmaceutical" had been chosen because it covered a wider field of work; and the word "Union" had been allowed to remain because of the popularity of "R.P.U." and the new title would, it was thought, soon become "N.P.U." Further, the R.P.U. was a "unifying" body which brought together businesses, not individuals, and it also included three other organisations—the Chemists' Defence Association, the Chemists' Mutual Insurance Co., Ltd., and the Chemists' Sickness and Provident Society. The only suitable alternative word to "Union" would be "Federation," and the Executive had considered that it would be better to retain the word "Union."

Several other titles were suggested by representatives, and after each had been voted upon and had been

refused by the conference a vote was finally taken upon the original resolution:—"That the title 'Retail Pharmacists' Union' be altered to 'National Pharmaceutical Union.'" This resolution was carried.

The following resolution was submitted by the Executive:—"That a unified subscription of 37s. 6d. per shop be introduced in place of the present alternative subscriptions of 30s. and £2 2s., the new subscription to be free of income tax (as a business expense) and carry with it an unlimited indemnity (instead of the present £500-£1,000) covering the member and three employees, an extra 2s. 6d. per annum per employee to be paid for all employees in excess of three."

Mr. MALLINSON explained that the Executive, in bringing forward this suggestion, was not budgeting for an increased revenue; it recognised that this was not the time to place additional burdens upon members. The object the Executive had in mind was equality in conditions of membership between members, and also it desired to give an unlimited indemnity cover to all members. It was not possible to do this so long as two classes of members existed. The new rate of 37s. 6d. per member covering himself and three assistants had been chosen as giving as near as possible the same revenue as at present. The subscription would be entitled to rank as a business expense in future, and therefore the present 30s. members would be paying in fact no more than in the past and would be getting an unlimited indemnity cover instead of the present £500 limit. The £2 2s. member with no more than three assistants would have a reduction in his subscription, but those with more assistants would pay 2s. 6d. extra for each assistant. The Executive was satisfied that this new arrangement was more equitable in every sense of the word. It did not increase the actual amount paid by the 30s. members; it gave all members the same indemnity cover (unlimited); and although it increased the amount payable by a comparatively small number of members because of the large number of assistants they employed, the Executive maintained that even in those cases the payment was still upon an equitable basis.

Photo] [*Cleworth*

DELEGATES LEAVING THEIR HOTEL FOR THE R.P.U. CONFERENCE
Left to right: Messrs. Thompson, Fox, Simmons

After this explanation the resolution was put to the conference and carried *nemine contradicente*. The Manchester resolution that arrangements be made for the R.P.U. subscription to become a business expense had been anticipated by the Executive's resolution regarding the change of subscription, and was withdrawn. A resolution from Manchester that the R.P.U. subscription include membership of the local branch was voted upon but lost. Mr. Mallinson pointed out that the R.P.U. Executive was paying for four meetings for each branch per year, and if funds permitted would be prepared to increase the number.

The following resolution was proposed by Mr. J. P. Norwood:—"That in the case of corporate bodies who are members of the R.P.U., under no circumstances shall an unqualified director be permitted to attend any meeting dealing with R.P.U. business." This was carried.

Resolutions from Mr. H. E. Clement and the West Ham Branch regarding the division of the Metropolitan electoral area of the R.P.U. were referred back to the Executive for a reconsideration of the division of the Metropolitan area.

The conference considered three resolutions from Mr. H. E. Clement and the Newport and West Ham Branches suggesting that it was undesirable that members of the Council of the Pharmaceutical Society should be also members of the R.P.U. Executive. Upon a vote being taken the resolutions were lost.

Other Business

The practice of breaking bulk and selling pennyworths of proprietary pills, raised by Mr. Milner, was considered, and the matter was referred to the R.P.U. Executive to discourage the practice whenever possible.

The following resolution moved by Mr. Flemming (Newcastle) was adopted:—"That the R.P.U. Executive give careful consideration to the question of the use of chemists' windows as a medium of advertising proprietaries and the inadequate payment for same."

A resolution from the Executive:—"That the R.P.U. consider the desirability of pressing for import duty to be placed on foreign proprietary medicines" was adopted.

Resolutions from the Anglesey, Carnarvon and Colwyn Bay, Manchester and Salford and Somerset Branches regarding the supply of foods to welfare clinics were considered, and ultimately the matter was referred to the Executive with instructions to make representations to the Ministry of Health regarding the abuse of clinics and the competition with the chemist.

The Anglesey, Carnarvon and Colwyn Bay Branch submitted resolutions pressing the undesirability of hiring out bed-pans and appliances and the lending of nursing appliances by medical men. The conference recorded its agreement with the views expressed in these resolutions.

A number of resolutions had been submitted on N.H.I. affairs, but Mr. MALLINSON pointed out that the R.P.U. Executive took its instructions regarding N.H.I. matters from the conference of representatives from pharmaceutical committees, and that the N.H.I. conference would be meeting shortly. The resolutions on details affecting the N.H.I. contracts were then withdrawn, but the conference adopted a resolution submitted by Mr. Parry Williams that superintendents of pricing establishments should be qualified pharmacists.

The following resolution was submitted by the Devon Branch:—"That in the opinion of this conference the time is overdue for reconsideration of the question of prices charged in dispensing, with a view to the more general adoption of the R.P.U. method of pricing." This was referred to the Executive Committee.

The Executive submitted the following resolution:—"That the attention of the conference be directed to the new R.P.U. publication 'Business Methods for Chemists,' and that the establishment of an annual competition for chemists' assistants to further their interest in better business methods be considered." The conference expressed its agreement with the suggestion that an annual competition for chemists' assistants be held.

Resolutions regarding the photographic trade restrictions, cutting of P.A.T.A. prices, etc., were withdrawn after explanations regarding the present position in these matters had been given to the conference.

Resolutions regarding support for the railway companies in their fight against road transport and a national agreement with the stores regarding the price of unbroken proprietaries ordered on prescriptions were put to the conference and lost.

A lively and businesslike conference, which was notable because of the skill with which the representatives almost without exception argued the points they raised, was terminated with a vote of thanks to Mr. F. D. Phillips for the able manner in which he had presided.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, June 2

ALTHOUGH business is by no means easy and margins are somewhat small, there is a steady if rather limited demand in most markets. While conditions may be termed on the quiet side, they are generally steady. There is no doubt that business would be very much better but for the monetary restrictions which are now more or less general in most foreign countries, particularly in Europe. In the pharmaceutical chemicals market slight declines in the value of phenyl ethyl barbituric and salol are noted. Continental caffeine is not being forced at recent low levels and prices tend to recover. Sulphonal is very steady. In crude drugs, the better tone in menthol has not been maintained. English camphor is quoted at reduced rates. Sarsaparilla is a good market, with spot supplies short. Zanzibar cloves are quoted cheaper, and peppers show a slight loss. Business in essential oils has been fairly satisfactory, but the markets have been badly upset by the recent notice indicating the possibility of the early removal of the import duty on certain products. Had it not been for this these markets might well have been enjoying the usual good seasonal demand. It should not be taken for granted that the duties are certain to be removed. The markets in fixed oils fail to show any improvement. American turpentine is steady, and linseed oil is maintained at former figures.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	June 2	Value of the £
Amsterdam ..	Fl. to £	12.107	9.09	15/0¼
Berlin.. ..	Mks. to £	20.43	15.$\frac{19}{32}$	15/3¼
Brussels ..	Belga to £	35	26.35	15/0¾
Copenhagen ..	Kr. to £	18.159	18.30	20/1¾
Lisbon ..	Esc. to £	110	110	20/-
Madrid ..	Ptas. to £	25.22½	44¾	35/11
Milan	Lire to £	92.46	71¾	15/3¾
Montreal ..	Dol. to £	4.86⅔	4.19	17/2¾
New York ..	Dol. to £	4.86⅔	3.68¾	15/1¾
Oslo	Kr. to £	18.159	20$\frac{1}{16}$	22/1
Paris	Fr. to £	124.21	93$\frac{5}{16}$	15/0¼
Prague ..	Kr. to £	164.25	124	15/10½
Stockholm ..	Kr. to £	18.159	19$\frac{7}{16}$	21/4¾
Warsaw ..	Zloty to £	43.38	33	15/2
Zurich ..	Fr. to £	25.2215	18$\frac{13}{16}$	14/11

Bank rate 2½ per cent.

Pharmaceutical Chemicals, etc.

A STEADY business in smallish quantities has been moving, showing a slight improvement in most directions. Spot prices for salol have been reduced, and phenyl ethyl barbituric is easier. Competition in caffeine is not so fierce and prices tend to recover. Sulphonal and methyl sulphonal are very steady on spot.

ACETANILID shows no change, with business moving on a limited scale: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL is steady and a moderate volume of small business is being done: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN has been rather quiet for some time; dealers' spot prices are holding steady: crystals, five cwt., 17s.; two cwt., 17s. 3d.; less than two cwt., 17s. 8d. per lb., with powder 2d. per lb. extra.

AMMONIUM BENZOATE has been a dull market: spot is quoted in the region of 3s. 4d. to 3s. 6d. per lb., as to quantity.

ASPIRIN is a very steady market, and for the time of year quite a good business is being done. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb., f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE.—Isolated cheap offers are on the market, but first-hand suppliers are holding at steady rates: two cwt., 10s. 7d.; one cwt., 10s. 8d.; 56 lb., 10s. 10d.; smaller parcels, up to 11s. 3d. per lb.

BENZOIC ACID (B.P.) continues in fair request and the market is steady but competitive: quantities, ex works, 1s. 10½d.; spot parcels, 1s. 11d. to 2s. per lb., ex store, as to quantity.

BENZONAPHTHOL does not show much life: quoted on spot at about 3s. 6d. to 3s. 8d. per lb., as to quantity.

BROMIDES.—Makers' quoted prices are maintained, with imported material offering at competitive prices. Business is rather slow; ammonium, not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 5d.; one cwt., 1s. 6d.; smaller quantities, 1s. 9d. per lb.; sodium, B.P., not less than five cwt., 1s. 7d.; one cwt., 1s. 8d.; smaller quantities, 1s. 11d. per lb. Special prices for bulk quantities.

BUTYL CHLORAL HYDRATE remains very quiet, but prices are holding steady: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Competition is not quite so severe between Continental sources, and the bottom prices have been withdrawn: pure, in cwt. lots, about 5s. 3d. per lb.; citrate, in cwt. lots, about 4s. 6d. per lb.; higher prices for smaller quantities.

CALCIUM LACTATE is moving off fairly well and prices are holding on a keen market: spot, 1s. 2d. to 1s. 5d. per lb., as to quantity.

CHLORAL HYDRATE.—Home makers' prices are steady: duty-paid crystals, in 14-lb. containers, ten cwt., 3s.; five cwt., 3s. 0½d.; one cwt., 3s. 1½d.; 56 lb., 3s. 2½d.; 28 lb., 3s. 3d. per lb., and in 28-lb. jars one penny per lb. extra.

CITRATES.—The market is quoted unchanged at makers' prices: potassium citrate, B.P., 1s. 7d.; sodium citrate, B.P.C., 1923, 1s. 8d.; ferri ammon. cit. B.P. (brown), 1s. 9d. per lb., in 28-lb. lots; 7-lb. lots, 5d. per lb. dearer.

CITRIC ACID (B.P. CRYSTALS).—Home makers' quoted price for this market continues at 1s. 1d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at about level figures.

CREAM OF TARTAR.—Makers' quoted price for this market is unchanged at 104s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are offering at about level figures.

CREOSOTE CARBONATE is offering on spot in the region of 8s. 6d. per lb., as to quantity; business has remained quiet.

GUAIACOL CARBONATE.—Dealers are offering spot supplies at about level rates: five cwt., 7s. 7d.; two cwt., 7s. 9d.; one cwt., 7s. 11d.; smaller quantities, up to 8s. 3d. per lb.

HEXAMINE.—There is keen competition for any important business in this article: free-running crystals, spot, from 2s. 3½d. to 2s. 8d. per lb., as to quantity.

HYDROQUINONE.—Dealers' prices are keeping steady and business has been fairly good: ten cwt., 4s. 8¾d.; five cwt., 4s. 9½d.; two cwt., 4s. 10½d.; one cwt., 4s. 10¾d.; 56 lb., 4s. 11¾d.; 28 lb., 5s. 1¾d.; 14 lb., 5s. 3½d.; 7 lb., 5s. 5½d. per lb., carriage paid. Wholesale distributors' prices for smaller quantities at higher prices.

LACTIC ACID (B.P.).—Makers' and dealers' prices are about competitive; business is fair: bulk quantities, in carboys, 1s. 5½d. to 1s. 6d.; smaller quantities, in demijohns and winchesters, 1s. 7d. to 1s. 8½d. per lb., carriage paid.

MERCURIALS.—Makers' prices continue unchanged at the reduced rates recorded last week.

METHYL SALICYLATE (B.P.).—This market continues very steady and business is quite good; dealers are offering at competitive prices: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL is now quite steady as quoted by first-hand suppliers: two cwt., 18s.; one cwt., 18s. 6d.; 56 lb., 19s. 2d.; small parcels, 19s. 6d. per lb., as to quantity.

METOL.—Prices are generally unchanged and a seasonable business is being done: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in tins, bottles extra. Wholesale distributors' prices for small quantities in bottles at higher prices.

MILK SUGAR.—Severe competition is forcing sales prices for good quantities to less than the quoted figures: one ton, 54s. 6d.; ten cwt., 55s. 6d.; two cwt., 56s. 6d. per cwt., in two-cwt. cases.

PARAFORMALDEHYDE is a competitive market, with a fair business being done at keen prices: 100 per cent. powder, quantities in kegs, 1s. 2d.; smaller parcels, up to 1s. 5d. per lb.

PARALDEHYDE meets with some business, with prices generally unchanged: bulk quantities, in carboys, 1s. 1d. to 1s. 1½d.; in winchesters, 1s. 4d.; smaller quantities, up to 1s. 5d. per lb.

PHENACETIN.—Some isolated cheap offers tend to spoil business, but generally the market is steady although keenly competitive: crystals, ten cwt., 5s. 2d.; five cwt., 5s. 3d.; two cwt., 5s. 4½d.; and less, 6s. per lb., with powder 2d. per lb. extra.

PHENAZONE.—Keen competition and some occasional cheap sellers tend to make business at full rates difficult: crystals, ten cwt., 9s.; five cwt., 9s. 3d.; two cwt., 9s. 5d.; and less, 9s. 9d. per lb., with powder 2d. per lb. extra.

PHENOLPHTHALEIN.—Sales prices are nominal, and for bulk quantities are a matter of negotiation; market unsettled.

PHENYL ETHYL BARBITURIC ACID.—A reduction in the controlled prices is recorded this week, as follows: one cwt., 49s.; 56 lb., 50s.; 28 lb., 51s. 6d.; smaller lots, 53s. per lb., in 2-lb. bottles; smaller packing extra. Same prices are quoted for sodium.

POTASSIUM PERMANGANATE (B.P.) continues to meet with business in limited quantities; market very steady: bulk quantities, in drums, 8⅞d. to 9d.; druggists' parcels, 9¼d. to 9¾d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE is a dull market; dealers are offering spot at about 4s. 8d. to 5s. per lb., as to quantity.

PYROGALLIC ACID.—Makers' prices are keeping steady and business is fairly satisfactory: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SULPHATE.—The Convention price for this market is steady at 2s. 3d. per oz., carriage paid on bulk quantities.

RESORCIN. — Business remains quiet; quoted prices unchanged: crystals, one cwt., 4s. 6d.; 56 lb., 4s. 7d.; 28 lb., 4s. 8d.; 14 lb., 4s. 10d.; 7 lb., 5s.; less than 7 lb., 5s. 6d. per lb., with powder 3d. per lb. extra.

SALICYLIC ACID (B.P.).—Makers' prices are fully maintained and business is satisfactory: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL.—Dealers' sterling prices have been reduced: crystals, two cwt., 5s. 2¾d.; one cwt., 5s. 4¾d.; 56 lb., 5s. 6d.; smaller parcels, 5s. 7½d. per lb., with powder 2d. per lb. extra.

SODIUM BENZOATE (B.P.).—Business is moderate, for which there is keen competition: spot, bulk quantities, from 1s. 7¼d. up to 2s. per lb. for small parcels.

SODIUM DIETHYLBARBITURATE.—As quoted the market is fairly steady, but business is slow: one cwt., 12s. 8d.; 56 lb., 12s. 11d.; 28 lb., 13s. 1½d.; 14 lb., 13s. 3d.; smaller quantities, up to 13s. 9d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' and dealers' prices are steady at level rates; business good for the time of year. Home trade: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—Dealers' prices are fully maintained; business moderate: crystals, two cwt., 14s. 6d.; one cwt., 14s. 11d.; 56 lb., 15s. 3d.; small parcels, up to 15s. 9d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Home makers' quoted price for this market is unchanged at 1s. 1d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at competitive prices.

THEOBROMINE.—Dealers' prices for Continental material continue at very keen prices; market is irregular.

THYMOL.—The market is quiet and none too steady as quoted: synthetic, fine white, one cwt., 5s. 10½d.; 56 lb., 6s.; 28 lb., 6s. 1½d.; 14 lb., 6s. 3d. per lb.

VANILLIN.—The demand is steady if limited in size and prices are holding up: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 18s. per lb. as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

ACONITE ROOT.—Spot supplies of Napellus are quoted at 72s. 6d. per cwt. Japanese is mentioned at 62s. 6d. per cwt., spot.

AGAR-AGAR.—This market has again been dull and is quoted easier. Spot, Kobe No. 1, 3s. 4½d.; No. 2, 3s. 2d.; Yokohama No. 1, 3s. 2d. per lb. Shipment, Kobe No. 1, 2s. 5d.; No. 2, 2s. 2d.; Yokohama No. 1, 2s. 2d. per lb., c.i.f.

ANTIMONY.—Spot is quoted unchanged and dull, while shipment figures show a further decline. Chinese, oxide, spot, £27; shipment, £19, c.i.f. Chinese, crude, spot, £16; shipment, £12 15s., c.i.f.

BALSAMS.—Some unimportant business has been done, with *Tolu* steady at 3s. 5d. per lb., spot.

BELLADONNA.—Leaves are quoted at 77s. 6d. per cwt., and root at about 60s. per cwt., spot.

CAMPHOR.—There has been little interest in this market, with spot about unchanged. Spot, slabs, 2s. 5d.; flowers, nominal; tablets, 3s. 1½d. per lb.; shipment, slabs, 1s. 10¾d.; flowers, 1s. 11¼d.; tablets, 2s. 4¾d. per lb., c.i.f. English refined camphor has been reduced by threepence per lb., as follows: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¼ oz. and ⅛ oz., 3s. 6d. per lb.; special prices for contracts for quantities. Previous alteration in price, March 30.

CARDAMOMS.—At the auction this week some 60 cases Ceylon and Indian were offered and withdrawn. Ceylon bold has since sold at 5s.; medium, 3s. 3d. to 3s. 6d., and smalls, 1s. 9d. per lb.

CASCARA SAGRADA.—A moderate business is reported, with the shipment figure for 1932 peel about 42s. per cwt., c.i.f. Spot supplies are quoted at about 52s. 6d. per cwt.

CHAMOMILES.—It is reported that stocks held in growing districts are limited. There is a fair, steady demand on spot with prices about 117s. 6d. to 132s. 6d. per cwt., as to colour.

CLOVES.—The market has been dull and values are easier. Zanzibar, spot, 7¼d.; shipment, June-August, 6¾d. per lb. paid, c.i.f. Madagascar, spot, 7¼d. sellers.

The landings of Zanzibar in London during the week ended May 28 were *nil* and the deliveries 31, leaving a stock of 2,188, against 758 in 1931. From January 1 to date landings of Zanzibar have been 4,325, against 846 in 1931, and the deliveries 4,125, against 1,101 in 1931. Landings of Madagascar for the week ended May 28 were *nil* and the deliveries *nil*, leaving a stock of 1,601, against 994 in 1931. Landings of Madagascar this year to date have been 782, against 1,545 in 1931, and the deliveries 188, against 1,457 in 1931.

COCOA BUTTER remains rather quiet, with prices quoted about 9½d. to 10½d. per lb., as to quantity.

COCONUT (DESICCATED).—With values quoted a point lower the market is steady, with business moving: spot, fine, 24s.; medium, 23s. 6d.; shipment, halves, June-July, 20s. sellers, c.i.f.

COD-LIVER OIL.—Finmarken fishing results have been limited and is likely to conclude in another fortnight. Catch of cod to May 30 was 158,600 tons, compared with 123,954 tons in 1931, 191,165 tons in 1930, and 225,538 tons in 1929. Oil production to May 30 was 91,114 hectol, compared with 53,055 hectol in 1931, 77,703 hectol in 1930, and 89,533 hectol in 1929. Business, as is usual at this time of the year, has been quiet. Finest Lofoten steam-refined non-freezing medicinal oil, 84s. per barrel, c.i.f. Spot, about 102s. 6d. per barrel, duty paid, ex wharf. Some brands may be cheaper.

ERGOT.—Russian is quoted as follows: less than ten cwt., 1s. 9d.; ten cwt. to one ton, 1s. 7½d.; one ton and over, 1s. 6½d. per lb., ex warehouse, duty paid; for export, a rebate of 1¾d. per lb. on the above scale, ex bonded warehouse. Spanish, about 2s. 1d. to 2s. 3d. Portuguese, about 2s. to 2s. 1d. per lb., spot. Markets are dull.

U.S. imports for March totalled 10,025 lb., valued $3,986, of which 8,705 lb. ($3,413) were shipped from Germany and the remainder from Russia.

GELATIN.—Dealers' prices are unchanged; business has been limited. Spot, gold leaf, 1s. 11d.; silver leaf, 1s. 9d.; bronze leaf, 1s. 6d.; thin leaf, 1s. 5d. per lb., in cwt. cases.

GENTIAN.—Dealers are quoting whole root at about 42s. 6d. and sliced about 55s. per cwt.

GINGER has met with a small business, with prices steady. West African, spot, 23s.; for arrival, 21s. c.i.f., sellers.

GUM ACACIA.—Business on spot continues restricted: Kordofan cleaned sorts, about 35s.; natural, 33s. 6d.; bleached, 75s. to 77s. 6d. per cwt. Shipment is very steady with shippers showing no inclination to accept bids: Kordofan cleaned sorts, 30s.; natural, 29s. per cwt., c.i.f.

U.S. imports for March totalled 454,165 lb., valued $17,264, all shipped from Egypt.

HENBANE.—Spot offers are being made at about 42s. 6d. per cwt.; market is quiet.

HYDRASTIS.—The spot price is in the region of 4s. 6d. per lb., with business slow.

INSECT FLOWERS.—Spot stocks are very small. Dalmatian closed selling at 110s. Japanese are quoted for shipment at 90s., c.i.f.

IPECACUANHA.—This market remains badly neglected and the tone is by no means healthy. Matto Grosso, spot, 5s. to 5s. 3d. per lb. Minas, spot, about 4s. 3d. per lb.

LYCOPODIUM.—Spot supplies of treble sifted are quoted in the region of 3s. 6d. per kilo.

MANNA.—Spot supplies are limited and quoted at about 4s. per lb., in 1-lb. tins.

MENTHOL.—Following on the improved business and better prices of last week the market has fallen right back, and closes dull and unsteady: spot, K/S brands, 13s. 9d. per lb., and less for bulk quantities. Shipment is much easier with June-July 10s. 6d., and August-September 10s. 6d. per lb. c.i.f.

U.S. imports for March totalled 56,655 lb., valued $127,137, of which 54,435 lb. ($122,330) were shipped from Japan and the remainder from the United Kingdom.

MERCURY.—The shipment market for Spanish-Italian is nominal: spot business has been fair with quoted prices about £13 7s. 6d. to £13 15s. per bottle, ex store, duty paid.

PEPPER.—Prices for all grades show a decline on the week, and business has been generally quiet: Lampong, spot, 6⅜d.; shipment, June-July, 4⅞d.; August-October, 4⅜d., c.i.f. Tellicherry, spot, 7½d.; Aleppy, spot, 6⅞d., sellers; white Muntok, spot, 6¾d.; shipment, June-July, 5⅝d.; August-October, 5⅝d., c.i.f.

PIMENTO is a shade easier this week and business has been slow: spot, 2⅜d. per lb.; shipment, June-July, 20s per cwt., sellers, c.i.f.

PSYLLIUM SEED.—Business in small lots continues, with French quoted on spot at 1s. 1d. to 1s. 2d. per lb., as to quantity.

U.S. imports for March totalled 462,398 lb., valued $51,814, composed of 2,240 lb. from Belgium, 276,746 lb. from France, 11,122 lb. from Germany, and 172,290 lb. from India.

QUASSIA CHIPS.—Kiln dried are quoted by dealers at about 22s. 6d. per cwt., spot.

RHUBARB.—There is practically no flat high dried available: a moderate demand for Shensi with medium round about 4s. 3d. per lb.; most of the parcels of good bold round have been cleared.

RUBBER.—The market has been mostly dull during the week, and prices show a decline. Total U.K. stocks, 116,652 tons against 139,000 tons a year ago. Standard ribbed smoked sheet, sellers, spot, 1 13/16d.; June, 1 13/16d.; July, 1 13/16d.; July-September, 1⅞d.; October-December, 1 15/16d.; January-March, 1933, 2d.; April-June, 2 1/16d.

SAFFRON.—Dealers' prices are steadily maintained and a fair volume of business is being done: spot, prime B.P., 55s. 9d.; extra B.P., 50s. 9d.; super B.P., 49s. 9d. per lb.; and slightly less for bulk quantities.

SARSAPARILLA.—This market is fully maintained, and supplies are really very limited: Jamaica, grey, 2s. 3d. per lb.; native, mixed colours, 1s. 1½d. to 1s. 2d. per lb.

SEEDS.—ANISE.—Spanish, 50s.; Bulgarian, 37s. 6d.; and Russian, 34s. per cwt., on spot. CANARY shows no change; Mazagan, spot, 16s. 6d.; Tangier, 14s. 6d.; Kenitra, 14s. LINSEED.—Mazagan, spot, 15s., and Morocco 14s. 3d. CORIANDER.—Morocco, 1929 crop, is 16s. 9d., no demand; Wormy, 15s. CUMIN.—Malta, old crop, 37s. 6d.; Morocco, 27s. 6d., spot; and shipment, 24s. 6d., c.i.f. FENUGREEK.—Tunisian, 16s., spot; and Morocco, 14s. 6d. CARAWAY.—Dutch, on spot, quoted at 31s. 6d. MUSTARD.—English, 21s. 6d. to 32s. 6d. per cwt., according to quality.

SENEGA.—Business of any size is lacking in this article; spot quoted at about 1s. 7½d. per lb.

SENNA.—There is a fair demand for Tinnevelly hand-picked pods with stocks limited; leaves also continue in fairly satisfactory call, and here again supplies are on the small side. Alexandrian finest selected hand-picked pods are scarce at fully 5s. 6d. per lb.; medium are plentiful at about 1s. 6d. to 2s.; manufacturing quality, about 4½d. to 4¾d., with supplies ample and not much moving.

U.S. imports for March totalled 297,033 lb., valued $11,947, of which 201,600 lb. ($9,112) were shipped from Egypt.

SHELLAC.—Prices are about level on the week, but business has remained slow, and the market is still rather unsteady: spot, standard TN orange, 56s.; fine orange, 62s. 6d. to 122s. 6d.; pure button, 67s. 6d. per cwt.; for delivery, TN sellers, August, 48s.; October, 49s.; for arrival, TN sellers, June-July, 43s. 6d. per cwt., c.i.f.

SQUILL.—Dealers' spot prices: good white, 27s. 6d.; fair white, 20s.; manufacturing, 16s.

STRAMONIUM LEAVES.—Supplies of best green leaves are quoted at 55s.; manufacturing grade, 47s. 6d. per cwt.

TRAGACANTH.—The demand for the finer grades remains poor. There has been a fair business in the industrial qualities and several parcels have gone to the textiles industry.

TUBA ROOT.—Quite a good demand this week with whole root quoted at 1s. 1d. per lb.

VALERIAN ROOT.—Spot supplies are quoted at about 37s. 6d. per cwt.

WAX (VARIOUS).—These markets have been dull and are rather easy as quoted. JAPANESE, on spot, is unchanged at 52s. 6d. per cwt., and the market remains dull. CARNAUBA, fatty grey and chalky grey is at 70s.; medium yellow, steady, 140s.; fine yellow, 150s. CANDELILLA is unchanged at 90s. per cwt.; SPERMACETI, steady at 9¼d. per lb., spot; PARAFFIN is about steady from 22s. 6d. to 50s. per cwt. as to melting point. CERESIN is quoted from 35s. to 80s. per cwt. as to colour and melting point. BEES' is about unchanged, with the market dull; bleached, discs, £7 12s. 6d.; slabs, £7 7s. 6d.; yellow refined, £5 12s. 6d.; yellow crude, 97s. 6d. per cwt., spot.

Essential Oils, etc.

EXCEPT in those articles which may become free imports in the near future, business has been fair on limited lines. Japanese dementholised peppermint has been flat and is easier after the better demand of last week. Sicilian sweet orange tends to be unsteady, and the hand-pressed lemon is offered over a wide range of prices.

ALMOND.—The market is dull and quoted unchanged; genuine s.a.p., 8s.; sweet almond, 2s. per lb.

ANISE (STAR).—Business has been negligible with the market quoted about unchanged: spot, "Red Ship," in leads, 2s. 1½d.; in tins, 2s.; in drums, 1s. 10d.; shipment, in leads, 1s. 7½d.; in tins, 1s. 6½d.; in drums, 1s. 5¾d. per lb., c.i.f.

BERGAMOT.—Spot offers are being made for fair quantities in the region of 10s. 3d. per lb. and 10s. 6d. per lb. for small lots. The Consortium shipment figure remains at 10s. 6d. per lb., c.i.f.

BOIS DE ROSE.—Cayenne on spot is scarce and some holders are asking 8s. 6d. per lb.: Brazilian on spot is about 2s. 10d. to 3s. per lb., as to quantity.

CAJUPUT does not meet with much business, but the market is about steady as quoted at 2s. 9d. per lb.

CARAWAY.—Business appears to have been limited, with dealers' prices for Continental twice rectified about 8s. 6d. to 8s. 9d. per lb., as to quantity.

CASSIA is quoted unchanged on spot in the region of 4s. per lb., and a fair business is reported. Shipment, about 3s. 2d. per lb., c.i.f.

CEDARWOOD continues in fair demand with quantities in drums about 1s. 9½d. per lb.; smaller parcels, up to 1s. 11d. per lb.

CINNAMON LEAF is offering on spot at about 3s. 4d. per lb., with but small interest shown.

CITRONELLA.—Business seems to have been negligible owing to the uncertainty on the question of import duty: spot holders are keeping their price for Java in the region of 2s. 6d. per lb., with shipment about 2s. 4½d. per lb. c.i.f. Ceylon is unchanged, with spot 1s. 7½d., and shipment 1s. 6½d. per lb., c.i.f.; market is dull.

CLOVE.—This market is steady and a fair business is being done. English, 90 to 92 per cent., in cwt. lots, 4s. 6d. per lb.; Madagascar, 3s. 9d. to 4s. per lb., as to quantity, spot.

EUCALYPTUS.—A steady inquiry continues for this article and keen prices are being quoted for important business:

Australian, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1½d. to 1s. 2d.; Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—Business has been badly disorganised by the possibility of the removal of the import duty: spot is quoted from 25s. 6d. to 27s. for Bourbon, with shipment in the region of 23s. 6d. per lb., c.i.f. Algerian, on spot, about 26s. 6d. per lb.

U.S. imports for March totalled 14,960 lb., valued $45,004, of which 11,887 lb. ($34,892) were shipped from France.

GINGERGRASS.—This market is about steady, but there is not much business moving: spot is quoted at 7s. per lb.

JUNIPER BERRY (B.P.) remains rather quiet with dealers offering spot close up to 4s. 9d. per lb. for fair quantities.

LAVENDER.—The market is unsettled at the moment, due to the threat to remove the import duty: French, 36 to 38 per cent., 9s. 9d.; 38 to 40 per cent., 10s. per lb., for finest quality.

LEMON.—Business has been interrupted and is likely to be very small until the question of import duty has been settled: Sicilian hand-pressed, spot, about 4s. 3d. to 5s. 3d. per lb., as to brand and quantity; shipment, from 4s. to 5s. per lb., c.i.f., as to brand. Californian, spot, 62 cents per lb., in drums.

U.S. imports for March totalled 23,875 lb., valued $22,884, of which 21,375 lb. ($19,644) were shipped from Italy.

LEMONGRASS is fairly steady on a quiet spot market at about 1s. 10d. per lb. for quantities in drums; shipment is about 1s. 9d. per lb., c.i.f.

LIME is well maintained at former rates with West Indian on spot at 36s. to 37s. 6d. per lb., as to quantity.

MANDARIN.—Dealers' prices for spot are holding at 16s. 3d. per lb., and shipment is quoted at 14s. 6d. per lb., c.i.f.

ORANGE.—Although quoted prices for Sicilian sweet are about unchanged the market is by no means steady: spot, 7s. 6d. to 7s. 9d., with shipment at about 6s. 9d. per lb., c.i.f. French Colonial, 5s. 11d. per lb., c.i.f. Californian, spot, 82 to 92 cents per lb.

U.S. imports for March totalled 10,930 lb., valued $9,593, of which 6,400 lb. ($4,969) were shipped from Jamaica and 2,640 lb. ($3,492) from Italy.

PALMAROSA meets with occasional business and dealers' prices are steady at 8s. 6d. per lb.

PEPPERMINT.—The recent burst of activity has fallen right away, and the market is again very slack and easier: Japanese dementholised, on spot, is neglected and nominal at about 4s. 1d. per lb. Shipment is dull and quoted cheaper with June-July, 3s. 4½d., and August-September, 3s. 4½d. per lb., c.i.f. American oil is mentioned for shipment in the region of 1 dollar 35 cents, c.i.f.

PETITGRAIN.—There has been little call for this article: dealers quote at about 4s. to 4s. 2d. per lb., as to quantity.

ROSEMARY.—Some moderate business has been transacted with dealers quoting from 1s. 9d. to 2s. per lb., as to quantity.

SASSAFRAS.—This product has remained dull: spot is quoted at about 5s. per lb.

SPEARMINT.—The volume of business passing is limited with dealers quoting about 7s. 7d. to 7s. 9d. per lb., as to quantity.

SPIKE.—Business has been negligible and the market is unsettled: Spanish, on spot, is now quoted at 3s. 3d. to 3s. 6d. per lb., as to quantity.

WINTERGREEN.—Dealers' prices for genuine oil on spot remain at about 7s. 6d. per lb., for fair quantities.

WORMSEED.—Business is lacking and the spot price remains at about 10s. 6d. per lb.

The following quotations are current for synthetics, etc.: Acetophone, 6s. 3d. to 6s. 6d. per lb.; amyl acetate, pure, 125s. per cwt.; technical, 115s. per cwt.; amyl salicylate, 2s. 2d. per lb., in cwt. lots; aubepine, ex para cresol, 9s. to 9s. 6d. per lb.; benzaldehyde, f.f.c., 2s. 1d. to 2s. 4d. per lb.; benzyl acetate, f.f.c., 1s. 5d. to 1s. 8d. per lb.; benzyl alcohol, 1s. 7d. to 1s. 9d. per lb.; bromstyrol, 100 per cent., 12s. to 12s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citral, chemically pure, 7s. 6d. to 7s. 9d.; coumarin, 13s. to 14s. per lb.; ethyl phthalate, 2s. 8d. to 2s. 9d. per lb.; eugenol, 7s. 10d. to 8s. 6d. per lb.; geraniol, ex palmarosa, 16s. to 18s. per lb.; heliotropin, 100 per cent. crystals, 6s. to 6s. 6d. per lb.; iso eugenol, 10s. 6d. to 10s. 9d. per lb.; methyl anthranilate, 6s. 6d. to 7s. 6d. per lb.; mirbane, 8½d. to 10d. per lb.; musk ketone, 29s. 10d. per lb., with bonus for quantities; phenyl ethyl alcohol, 8s. to 8s. 6d. per lb.; safrol, 2s. to 2s. 6d. per lb.; terpineol, 1s. 3d. to 1s. 6d. per lb.

Fixed Oils, etc.

A RATHER poor volume of business is recorded for the past week. Quoted prices for a number of articles, including acid, coconut, cotton, groundnut and palm oils are easier. Linseed (raw, naked) is steady and American turpentine is fully maintained at former rates. ACID OILS.—With very little business moving the market is quoted cheaper on the week: coconut and/or palm kernel, 21s. 6d.; groundnut, 21s.; soya, 15s., spot. CASTOR.—Prices quoted show no further reduction, but the market is still finding business quiet: pharmaceutical, 42s. 6d.; first pressings, 37s. 6d.; second pressings, 35s. 6d. (barrels); cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 31s. (drums) c.i.f., nominal. COCONUT.—A further reduction in quoted values is recorded and business is still far below normal: deodorised, 32s. 3d. (barrels), spot; Ceylon, 22s. 3d. (drums), c.i.f. COTTON.—A further decline of about one shilling is recorded for all grades; market is still rather sluggish: deodorised, 25s. 3d.; common edible, 23s. 3d.; soapmaking, 21s. 6d.; crude, 20s. 6d. (barrels), spot. GROUNDNUT is quoted much easier on an irregular market: deodorised, 39s. 3d. (barrels), spot; crude Oriental, 34s. 6d. (drums), c.i.f. LINSEED (RAW, NAKED).—The market has been rather quiet all the week, but the tone is fairly steady and values show a slight improvement: on spot, 14s. 6d.; June, 13s.; July-August, 13s. 3d.; September-December, 13s. 10½d.; January-April, 1933, 14s. 9d. Boiled oil, spot, 17s. 3d. OLIVE.—Dealers' prices are about maintained and the market is fairly steady; business is not of much account: edible, in drums, 7s. 6d.; in tins in cases, 8s.; B.P., 4s. 9d., per gallon, in 40-gallon barrels. PALM.—Business has been limited all the week and the market has moved in buyers' favour, closing steady at the lower rates: Lagos, 15s.; softs, 14s. 6d.; mediums, 16s.; hards, 16s. 6d.; bleached, 13s. 6d., spot. PALM KERNEL shows a loss on the week with business very moderate: deodorised, 30s.; crude, 23s., spot. RAPE is keeping about steady and some occasional business is being done: refined, 32s. 6d.; crude, 30s. 6d., spot. RESIN.—Quoted values are being maintained while business is rather limited: B, 12s.; D, 12s. 3d.; F/G, 12s. 9d.; N, 19s.; W/G, 22s.; W/W, 22s. 6d. per cwt., ex wharf. SOYA.—The market is quoted cheaper and the demand has been poor: deodorised, 25s. 3d.; crude, 22s. 3d. spot. TURPENTINE.—The market has been quieter this week but the tone is steady and prices are fully maintained; total London stocks, 12,247 barrels. On spot, 59s.; July, 59s. WOOD.—The spot quotation for Hankow in barrels continues to decline, now quoted at 44s.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," May 25, 1932.)

"PARKINSONS' PERFECT PILLL" on circular design including letters "P P P"; for pills (3). By Parkinsons, Ltd., Curzon Street Drug Mill, Burnley. B 526,297.

"MERSOL"; for medicated pastes for treatment of the gums (3). By R. R. B. Payne, "Warilda," Norton Way, Letchworth. 528,385.

"GOLSTO"; for medicines (3). By R. Andrew & Co., Ltd., 75 Crumlin Road, Belfast. 529,747.

"PAXOL" on label design including laurel wreath and words "Oil of Peace," etc. ("Oil of Peace" disclaimed); for ointment for skin affections (3). By E. C. De Witt & Co., Ltd., 2 Cherry Orchard Road, Croydon. 530,471. (Associated.)

"STABISMOL"; for oil soluble bismuth preparations for syphilis, etc. (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 530,534. (Associated.)

"VIVER"; for medicinal preparations, excluding cod-liver oil, etc. (3). By J. N. Nichols & Co., Ltd., Britannic Works, Ayres Road, Brooks's Bar, Manchester. 530,342. (Associated.)

"PRIMOLAX"; for medicinal chemicals (3). By H. R. Napp, Ltd. 3, and 4 Clements' Inn, Kingsway, London, W.C.2. 530,700.

"CARB-NESIA"; for medicinal chemicals (3). By Tokalon, Ltd., Chase Road, London, N.W.10. 531,336.

"SPIBUTAL"; for all goods (3). By E. H. Spicer & Co., Ltd., 72 Wigmore Street, London, W.1. 531,356.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Competition

SIR,—In reply to "Puzzled's" letter on competition (*C. & D.*, May 28, p. 603), I would like to assure him that his is not the only town suffering from competition and trade depression. If, however, he owned the business in 1921 he should be better established than the five chemists who have since opened, and so if the new men are making a living there is probably something wrong with the older-established businesses. He says the majority of his prices are on a dead level with the company shops; why not make all? How does he know his present efforts are not bearing much fruit? Probably he has been and is consolidating his position to such an extent that when trade does revive he will be surprised. To criticise his suggestions is rather difficult, not having full information; but—

(1) To reduce staff may also reduce service and cause a loss of trade which would never be regained. To cut overheads might be done cautiously. Lighting should not be altered. Advertising could be cut out altogether for the time being. Telephone charges could perhaps be reduced. Direct buying in every case does not pay to-day. Porter or errand-boy could be dispensed with. All stray empties returned would bring in a little extra capital.

(2) To sell up and buy another business. Has he forgotten that falling turnover is not an inducement to a buyer, and that he would lose on the sale even if he were successful in finding a buyer with ready money? Then if he buys, I understand trade depression is general; he would still be up against difficulties, and, moreover, he would be a new-comer to a district, which is a great disadvantage.

(3) To open a branch establishment would only make matters worse, and he would find a manager less likely to make a "go" of a business than he is able to do himself. However good a manager is, he is not the proprietor, and customers do like to go to the fountain-head.

In my opinion the only thing is to wait, and in the meantime, by giving renewed efforts, constantly changing the windows, smartening the interior, giving bright and cheerful service endeavour to pull business from competitors. Trade depression and competition are not the only two things causing the slump. We must remember it has so far been a very healthy year, and for the first time a number of our customers have paid income tax; others have had more to pay at the beginning of the year, and may have more surplus for the later months. Hire purchase has also made money tight, but I do not think this will occur again when customers have once cleared themselves. In conclusion, let "Puzzled" take care not to buy from any firm supplying small shops. There are several of them about, and they are doing us a lot of harm; let us retaliate by refusing to stock their goods.

Yours faithfully,

MIDLAND OPTIMIST (31/5).

SIR,—"Puzzled" may rest assured that he is in the same boat as many others of his craft. Pharmacy has never been free from various kinds of fierce competition; but in the present day the position is not so much a matter of a commercial fight as a matter of economic conditions, the play of which cannot be foreseen by even the astutest minds. The State exacts so much in the form of sundry taxes as to render any estimate of matters in prospect almost impossible. As to the normal—or abnormal—situation which arises from the competition of chain stores and similar selling organisations, "Puzzled" can only meet such a factor by his knowledge of local trading conditions; and upon such a matter he is the best and perhaps the only competent judge. One initial matter is important—to keep the stock down within a well-defined limit of time turnover. Stock well kept and carefully scrutinised is as good as sold, and it will not be a big stock. The general overhead charges which can be controlled follow next in the order of scrutiny. As to selling up, this is a matter of purely personal consideration from a survey of the position. It must, however, be thoroughly grasped that the trade depression is general. On one query I am positive, that is, not to open a branch business. I have seen more than one or two real disasters resulting from expansion in this way. Probably the prospects seemed sound, but pharmacy does not lend itself to this kind of two-counter trade, and the chemist cannot be in two places at once. Customers do want to see their chemist, and no one can take his place at the counter. There is another factor: the income-tax authorities are unpleasantly attentive to owners of branch shops. Careful scrutiny of purchases and returns, cautious buying and more than ordinary attention to the counter will help any pharmacist along the tedious journey of his life; but they cannot help him in matters of State or other claims which are beyond the efforts of the individual, and in these particulars he is one with the rest of the community.

Yours, etc.,

NORTHERNER (31/5).

Council Election

SIR,—To those who supported me, many thanks. To those who voted against me, my sympathy. To those who did not vote on one of the most vital subjects the Society could have before it, I say nothing but this: "I hope if and when the Pharmacy and Poisons Bill becomes law, they will have cause to preserve the same equanimity."

Yours faithfully,

J. F. MCNEAL.

Little Chalfont.

Reducing the Lines

SIR,—The article headed "Reduce the Lines" (*C. & D.*, May 21, p. 556) contains some pithy points on the expense of keeping slow-moving stocks, and one piece of advice stands out, namely, to find out the lines which sell and eliminate all others. This is a counsel of perfection, and I wish it could be adhered to in practice; to some extent it may be, but not entirely. In these days of redundancy of similar lines there are always one or two customers for nearly all the lines which are advertised at all; and for a customer to come in for an article which is not in stock may give a bad impression of the facilities offered, and therefore have a depreciating effect on the business generally. I do not say that it is possible to keep a stock of everything—even the big multiple concerns cannot do this; but it is not practicable to confine one's stock to two or three leading lines. For customers to get the impression that it is useless to expect to obtain their requirements at one's pharmacy is as fatal to a business as a reputation for being too dear. One can only try to strike some sort of balance, and to keep a stock which will meet most demands without having too much of those lines which are not turned over frequently enough. The part dealing with the cost of serving customers is instructive if the lowest figure (3d.) is applicable to a small business, as obviously it cannot pay to sell any line which does not show a profit of about 4d., and in that case all sixpenny lines and lower ones must be sold at a loss. Applying this cost to insurance dispensing, where each customer has to be served twice, the tariff fee of 5d. is swallowed up.

Faithfully yours,

THREDEE (30/5).

Dispensing Notes and Difficulties

A Troublesome Throat Paint

SIR,—What is the best way to dispense the following throat paint:—

Iodine	gr. v.
Acetic ether (acid free)	ʒiij.
Glycerin ... ... ad	ʒj.

Yours faithfully,
E. D. (6/10).

[This prescription has caused much misgiving throughout the country. No method of mixing will make a solution, as glycerin and acetic ether are not soluble in each other. The iodine is soluble in both liquids. The acetic ether is used for laryngeal catarrh. Dissolve the iodine in the acetic ether, add this to the glycerin, and shake thoroughly. Label it with "Shake the bottle immediately before use." The iodine gradually permeates the whole liquid, as it is readily soluble in acetic ether, and is soluble 1 in 65 in glycerin.]

Potassium Iodide and Olive Oil

SIR,—If evidence were needed of the lack of knowledge generally among prescribers as to the chemical properties of the medicines they prescribe, it would be afforded by the page of "Notes and Queries" communicated by Mr. Eric Knott (*C. & D.*, April 9, p. 408). Take the case of potass. iodid., ʒi.; ol. olivæ, ℥ii. Four drachms of gum acacia was used to emulsify the oil with the potassium iodide dissolved in water; it is not stated how much water was used, but if the 4-2-1 method was adopted it means ʒi. of water, entirely altering the resultant product. It would be interesting to hear what was the prescriber's intention. If the prescriber was within reach, it would be better to point out the difficulty and ask him to modify the prescription. Some prescribers have a weakness for ordering an Insurance Formulary mixture and then adding one or more further ingredients, although they are specially asked not to do so in the preliminary remarks. It frequently happens that the addition is incompatible with some ingredient in the formulary mixture.—Yours faithfully,

EMULSANT (19/4).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

H. L. (29/38).—INVISIBLE INKS.—The following are examples of the composition of invisible inks, the note in parentheses giving the effect that will be obtained:—*Heat*, copper nitrate (red), copper chloride (yellow), copper bromide (brown), cobalt chloride (blue), nickel chloride (green). *Sunlight*, silver nitrate (brown), oxalomolybdic acid (blue). *Reagents*, lead acetate (sulphide solution gives black), gold chloride (tin perchloride, brown), gallic acid (iron sulphate, black), mercury nitrate (ammonia, black), potassium ferricyanide (iron sulphate, blue), copper sulphate (ammonia, blue), iron chloride (ammonium sulphocyanide, red).

A. S. (6/48).—WORMS ON BOWLING GREENS.—The best preparation to use as a worm killer is mowra meal, which should be applied at the rate of 8 oz. per square yard and well watered in. An alternative and cheaper preparation is solution of copper sulphate (1 lb. in 50 gall.) applied at the rate of half a gallon per square yard. This may occasion slight browning, but the effect would soon wear off. Worm killers are most effective if applied on a warm muggy day when the worms are near the surface.

Legal Queries

C. W. L. (5/5).—We do not consider the statement on the lung tonic label to be an adequate disclosure of the composition for the purposes of the exemption in favour of the sale of "known, admitted and approved" remedies unstamped by chemists.

J. F. D. (26/5).—If the boric and cocaine eye lotion contains less than 0.1 per cent. of cocaine it is outside the Dangerous Drugs Acts. In this case the eye lotion would come within Part II of the Poisons Schedule and the regulations as to sales of poisons included in Part II, as well as the Labelling of Poisons Order, would have to be complied with.

B. D. (12/5).—It is not compulsory to publish the formula of a medicine on the label. On the other hand, if the article contains a scheduled poison, the provisions of the Labelling of Poisons Order must be complied with (*C. & D. Diary*, 1932, p. 306). The use of the title "Iodine Ointment" does not involve liability to medicine-stamp duty.

E. B. (5/1).—There is no Commonwealth law regulating the practice of pharmacy throughout Australia, each State possessing its own legislation and Pharmacy Board. However, holders of the certificate of chemist and druggist, or pharmaceutical chemist, issued by the Pharmaceutical Society of Great Britain, can be registered in each of the Australian States without examination, on application and paying the fee. The names and addresses of the registrars of the six Australian Pharmaceutical Societies, together with the registration and practising fees, were published in *The Chemist and Druggist Diary*, 1930, p. 319.

E. M. (22/1) took a lease of a shop for three years from October 1, last. Under the lease, the landlord undertook to put in a new shop front and do certain other structural alterations. When the work came to be done, it was found that the alterations required were far more extensive than was expected; in fact, the premises had to be practically rebuilt. The result is that "E. M." will not be able to start trading until February 1. Must he pay the rent of the shop for the first three months of the lease, and has he any claim against his landlord, in view of the fact that he has been deprived of his income since October 1 and ordered stock for the Christmas trade that will be of no use to him? [In our opinion, "E. M." is bound to pay the rent of the premises as from the commencement of the lease, on October 1. Assuming that there was no misrepresentation on the part of the landlord, we do not consider that "E. M." has any claim in respect of any loss that he may have suffered; however, in the circumstances, the landlord may be prepared to make some concession in the matter of the rent.]

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," June 15, 1882

Pharmaceutical Society of Great Britain

The first monthly meeting of the newly elected Council of the Pharmaceutical Society of Great Britain was held on Wednesday, June 7 . . . . The Council proceeded to the election by ballot of a president for the ensuing year. On the ballot papers being examined, there appeared thirteen votes for Mr. Carteighe, one for Mr. Hampson, one for Mr. Robbins, one for Mr. Schacht, and four for Mr. Greenish. Mr. Carteighe was accordingly declared elected. . . . A ballot was then taken for the vice-presidency. Eighteen votes were given to Mr. Atkins, one to Mr. Gostling, one to Mr. Schacht, and one to Mr. Hampson. [Mr. Carteighe remained president of the Society till 1896. Mr. Atkins was vice-president till 1886, and president in 1903-04.]

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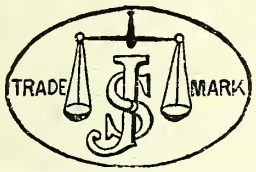

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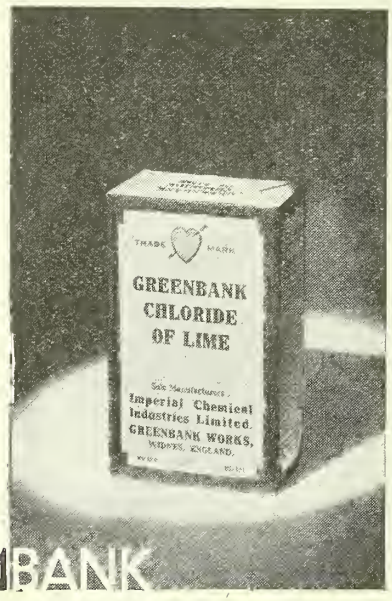

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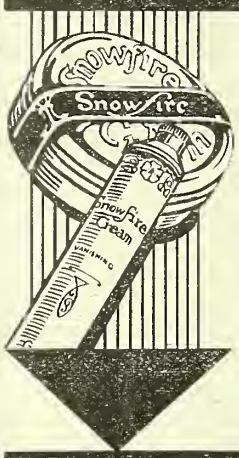

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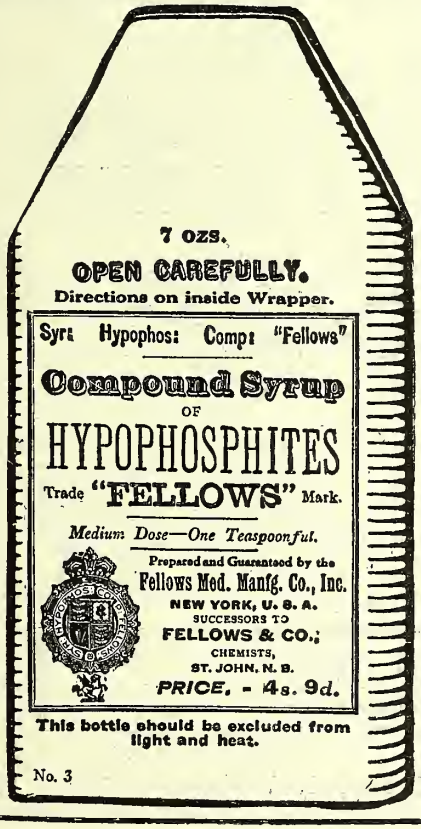

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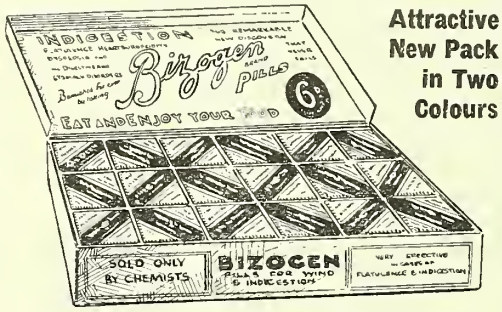

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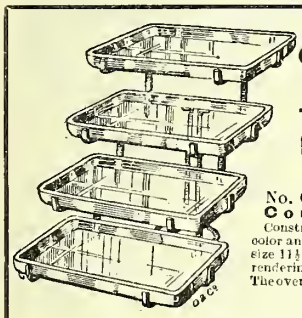

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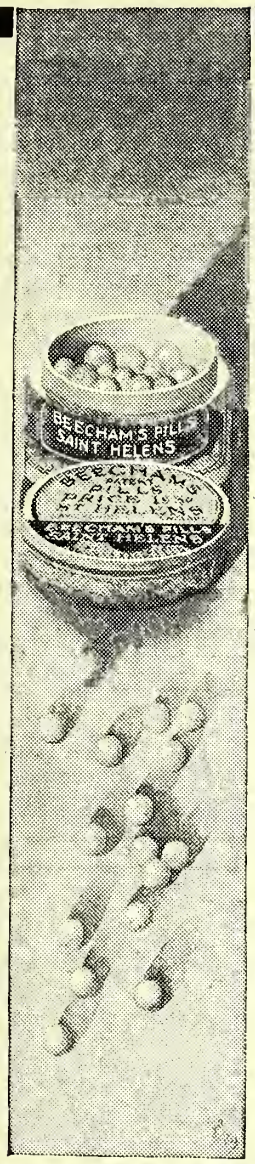

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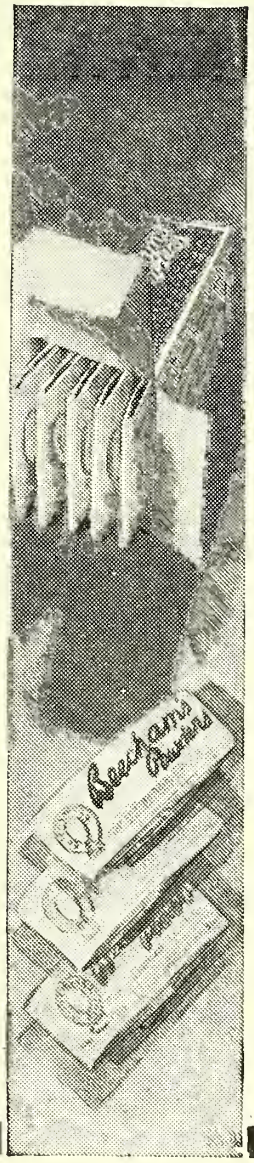

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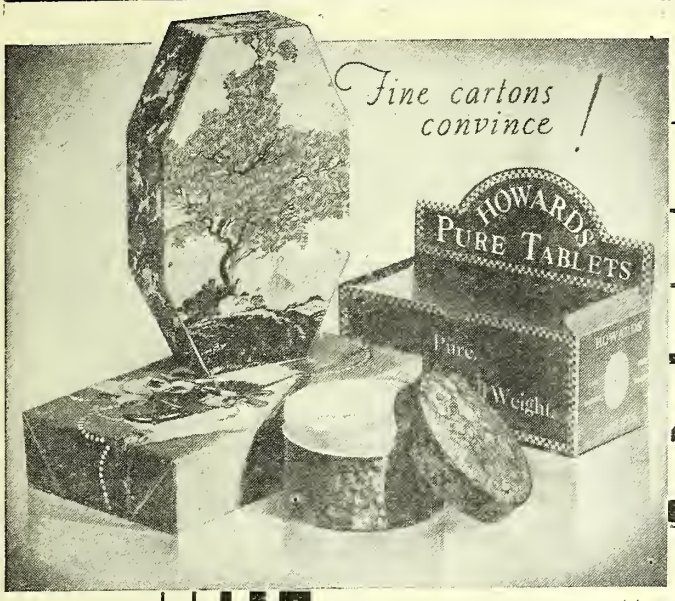

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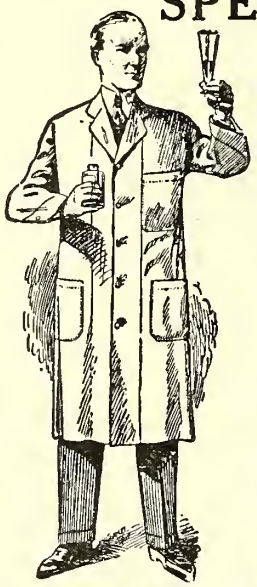

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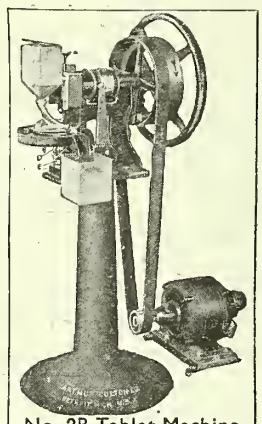
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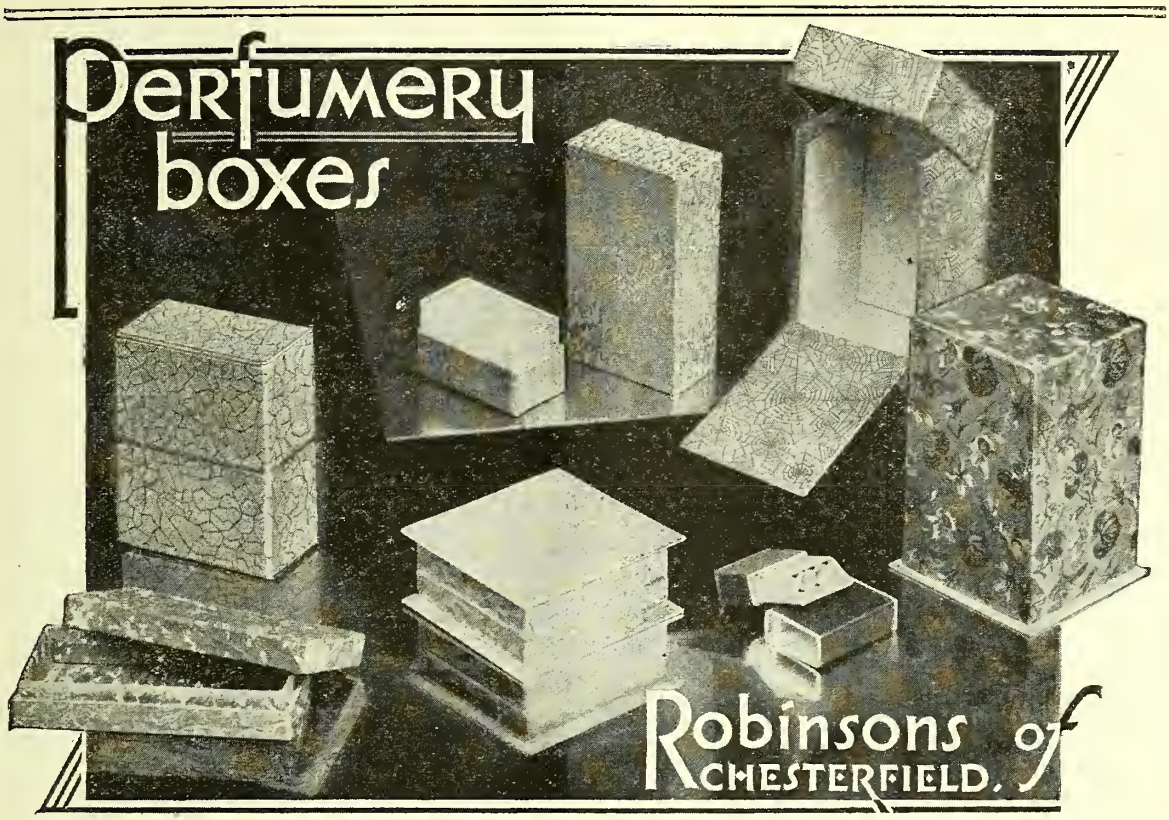

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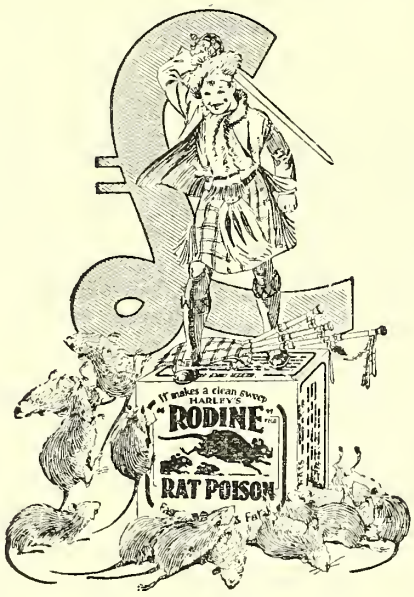

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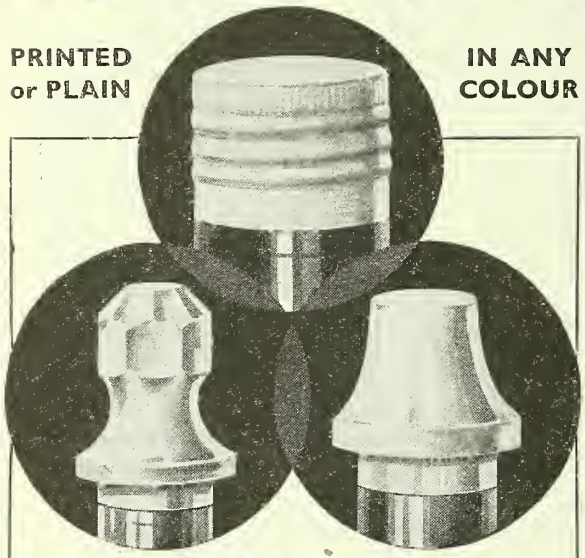

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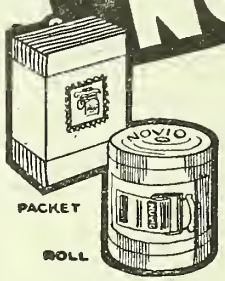

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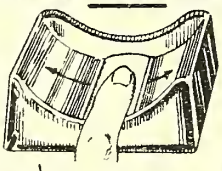

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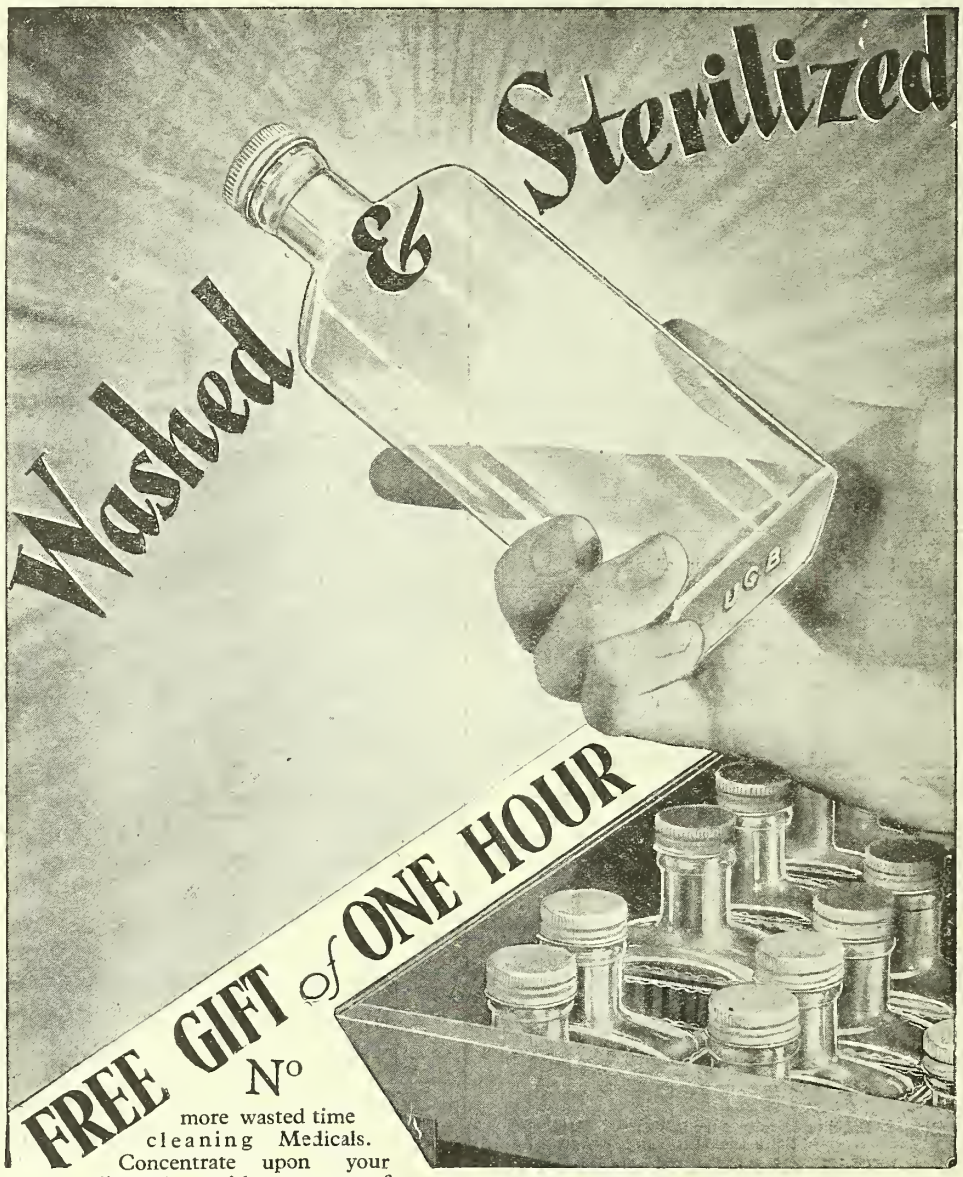

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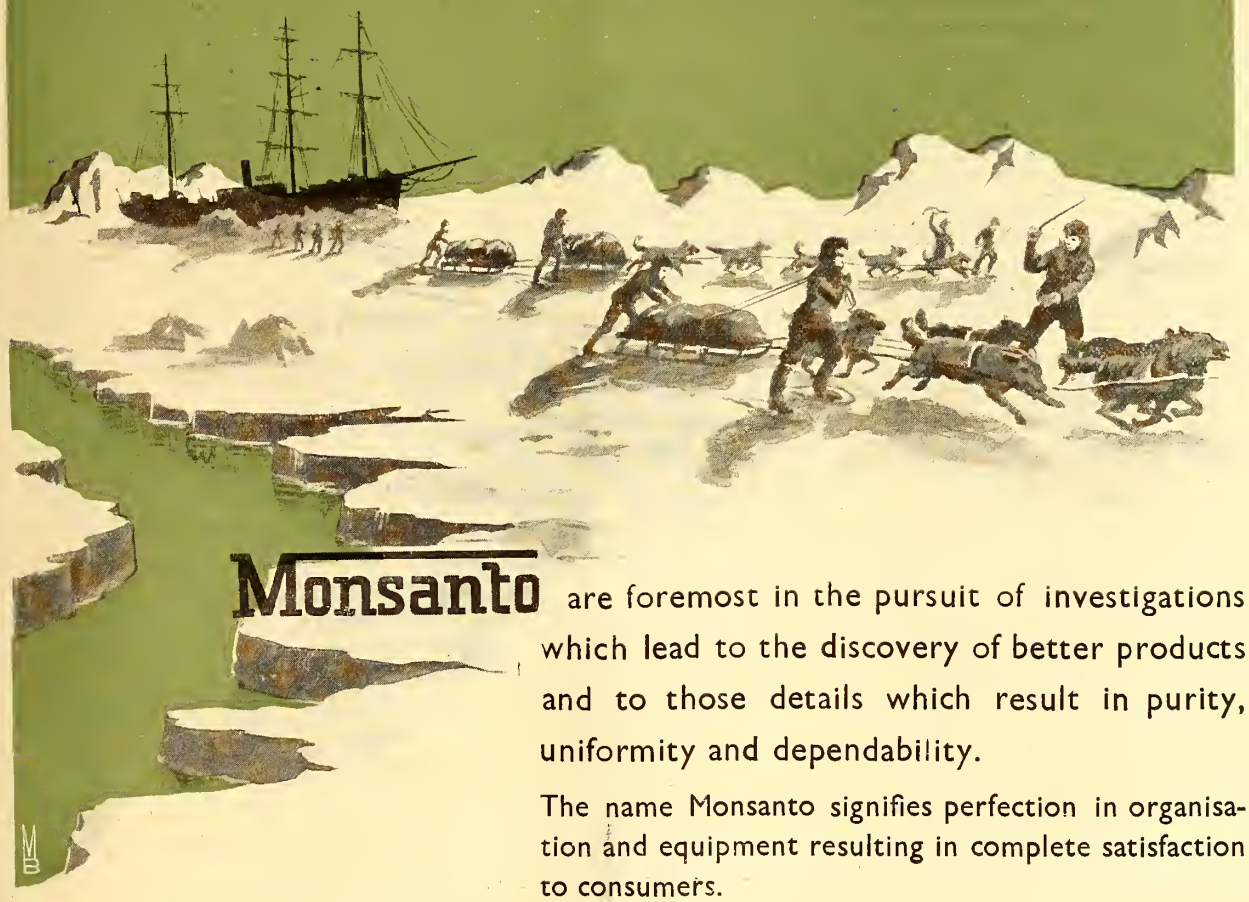

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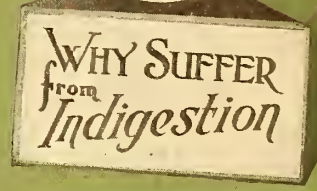

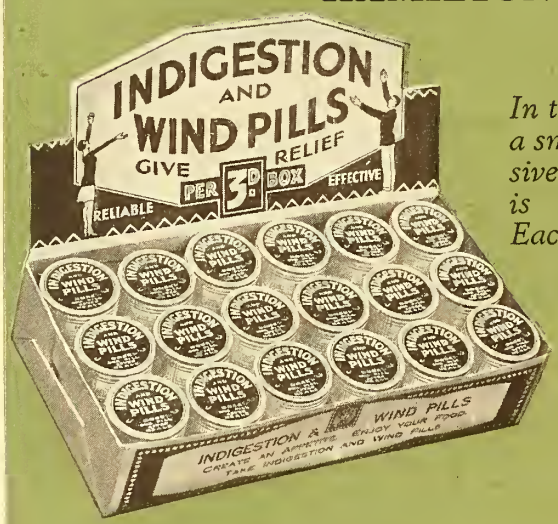

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16/6 per gross for 5 gross
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Style 1 and 2, Turned Wood Boxes, choice of label.
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THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

JUNE 4, 1932.

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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1.—LONDON, S.E. (Good-class Locality).—General Retail and Dispensing Business, with Kodak Agency and N.H.I.; returns last year £3,200, increasing; gross profit £1,234; large double-fronted shop, attractively fitted and well stocked; stock and fixtures worth about £1,200; long lease; rent at present £100, rising to £125 and £150; a lump sum offer would be considered, or valuation of stock and fixtures, plus an agreed sum for goodwill.

2.—OXFORD STREET (Near).—Main road General Retail Business, with Kodak and Ucal Agencies; returns last year exceeded £3,000, with gross profit 40 per cent.; chartered accountant's figures; double-fronted shop; stock and fixtures worth approximately £750; flat over shop; rent £350; 15 years' lease; price to be arranged. Further details on application.

3.—HOME COUNTY.—Family Retail and Prescribing Business, with Optical connection; returns last year £1,668, with gross profit £727 and net profit £556; Optical about £100 per annum; double-fronted shop; stock and fixtures worth about £800; rent £85; long lease; price asked £1,250; ill-health cause of sale.

4.—LONDON, N.W. (Death Vacancy).—General Retail and Dispensing Business; established about 30 years; the business has been neglected recently and the turnover for 1931 was £1,793; has been much more; double-fronted shop; stock and fixtures estimated to be worth £880; small living accommodation; rent £86 per annum; 14 years' lease; lump sum offer, or valuation terms entertained.

5.—LONDON, E.—Drug Store, with Kodak Agency; established many years; returns exceed £1,200 per annum, with net profit over £350; single-fronted shop; stock and fixtures worth about £600; seven-roomed house, with bathroom; new lease will be granted at £65 per annum, or property may be purchased; price to be arranged; no doubt there is scope for increase in the hands of a qualified man.

6.—KENT.—Good-class Dispensing and Retail Business, with Medicated Wine Licence; established 10 years; returns approach £3,000 per annum, with gross profit 35 per cent.; double-fronted shop, in semi-main road; stock and fixtures estimated to be worth £1,000; new lease; rent £65 per annum; price about £1,600, or valuation terms entertained; partnership would be considered with a view to adding Optical.

7.—ELEPHANT AND CASTLE (Near). — Old-established General Retail and Dispensing Business for Sale; present rate of turnover £20 weekly, plus N.H.I., about £25 monthly; premises occupy a prominent position in main road; stock and fixtures worth about £450; lock-up shop; rent £110; held on lease; in order to effect an early sale the trustees will accept any reasonable offer.

8.—EAST COAST.—General Retail and Dispensing Business; returns average £60 weekly; scope for increase with additional capital; large shop, well fitted and stocked; splendid living accommodation; low rent; very long lease; price £2,250, or valuation terms entertained. Further details to bona-fide purchasers.

9.—BRIGHTON.—Mixed Retail and Dispensing Business, with Kodak Agency; established 1924; returns last year £1,227, with net profit £275; double-fronted shop, well fitted and stocked, with living accommodation and small garden; rent £110; held on lease; sub-let £58 10s.; price for quick sale £650.

10.—NORTH OF ENGLAND.—Working-class Business, with Kodak Agency, Prescribing and Optical connection; returns £1,500 per annum, plus £40 to £45 per month from N.H.I. and £20 per month Optical; good prices are obtained; single-fronted shop, well stocked; held on lease at low rent; price to be arranged. Further details on application.

11.—NORFOLK.—Unopposed Drug Store, with Kodak Agency and Tobacco; very old-established; returns last year £931; scope for increase in the hands of a qualified man; there is also scope for Optics and Dentistry; single-fronted shop, with house attached; conservatory, garage and private entrance; vendor owns the property and wishes to sell same for £450; price required for business £750.

12.—WESTCLIFF (Near).—General Retail and Dispensing Business (neglected); returns at present about £1,100 per annum with scope for large increase under personal supervision; vendor owns the property, and will sell same or grant a lease at a reutal to be agreed; small living accommodation; stock worth about £350; good fixtures; for a quick sale £600 would be accepted.

13.—CROYDON.—Good-class Retail and Dispensing Business; returns approximately £1,500 per annum with scope for increase under energetic management; double-fronted main road shop, very well fitted and stocked; small living accommodation; vendor's own property; lease will be granted; stock and fixtures worth between £1,000 and £1,100; price £1,250, £1,000 down and the balance by instalments. Further details on application.

14.—HANTS.—High-class Retail and Dispensing Business, with small Optical connection; returns exceed £2,500 per annum, with gross profit £1,000; attractive shop, very well fitted and stocked; very good house, with garden; long lease; rent £160 per annum; terms: £400, plus stock and fixtures at valuation, or lump sum offer.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

SPECIAL TERMS FOR INCOME TAX VALUATIONS

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41 ARGYLE SQ. KING'S CROSS, W.C.1

ONE MINUTE FROM KING'S CROSS AND ST. PANCRAS STATIONS.

Chemists' Valuers and Transfer Agents

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ESTABLISHED 1870

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2.—MIDDLESEX (10 miles out).—Good-class Family Suburban Business in best position; returns last year £3,544; net profit £727; audited books; handsomely fitted shop, fully stocked; price £2,500; personally inspected and strongly recommended.

3.—HERNE BAY.—Well-established, good-class Family Business in growing district; no immediate opposition; returns last year £1,850; scope for increase; good house; long lease; offers invited.

4.—SURREY (BANKS OF THAMES).—Cash Drug and Photographic Store, showing steady increase; returns last year £1,500; net profit £374; lock-up shop; stock worth £500; price £860.

5.—WIMBLEDON (Near).—Good-class Retail, Dispensing and Photographic; returns, last year, £2,090; net profit £450; one assistant kept; rent £80; long lease; good house and pharmacy; price £1,300, or first reasonable offer.

6.—LONDON, W.C.—Modern Cash Pharmacy in busy main thoroughfare; returns about £3,000; gross profits over 40 per cent.; smart double-fronted shop, with flat over; long lease; price £2,000 or offer.

7.—LONDON (SURREY SUBURB).—Good middle-class Business in pleasant suburb; returns over £1,500; scope for increase; modern pharmacy; well stocked; house attached; long lease; price about £1,200; valuation terms arranged.

8.—LONDON, S.E.—Light Cash Suburban Retail, with good Panel; no near opposition; returns about £1,300; net profit £335; low rent, on lease; fully stocked; price £850, or near offer.

9.—DERBYSHIRE.—Old-established Business in central position of busy market town; returns average over £1,450; plenty of scope; good house; same hands many years; price valuation, plus small goodwill.

10.—HERTS.—Good middle-class Family Retail; practically unopposed; returns last year £1,668; net profit over £500; modern house and pharmacy; well stocked; price £1,250.

11.—HANTS COAST.—Good-class Suburban Business, under management; returns average £1,700; modern fitted pharmacy, in good position; well stocked; price £1,200.

12.—GLOUCS.—Profitable Cash Drug Stores in small town; same hands many years and retiring; returns about £650; plenty of scope; rent £40; good house; large garden; stock worth about £350; price £500.

13.—PLYMOUTH.—Middle-class Cash Retail, returning £20 weekly; plenty of scope; low rent; stock worth £340; vendor's illness necessitates quick sale; price £460 or offer.

14.—BAKER STREET STATION (Near).—Good-class Retail and Dispensing Business with Photo and small Optical connection; returns last year £2,200; present returns less; modern well-fitted pharmacy; stock worth £550; price, bare valuation of stock and fixtures.

15.—BRIXTON (Near).—Good-class Cash Drug Store; present returns £17 weekly, increasing; qualified chemist would soon do £25 weekly; attractive shop; good stock; price £475; recommended.

16.—TOOTING.—Old-established Light Retail Business in pleasant residential district; returns about £1,000; low expenses; long lease; illness compels sale; price £600, simply value of stock and fixtures.

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ALL VALUATIONS PERSONALLY CONDUCTED BY PRINCIPALS.

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(C1) Pharmacists who would be interested in an old-established business, prominently situated in a leading thoroughfare of London, showing returns of between £4,000 and £5,000 per annum, are invited to write for initial particulars, which will be supplied to genuine likely buyers in strict confidence.

(C2) YORKS.—Retail business with wholesale connection; joint turnover for 1931 financial year approximately £4,500 per annum; net profits approximately £450; living accommodation; rent, £40; purchase price, £1,300; further particulars to genuine likely purchasers on application.

(C3) MIDDLESEX (About 10 MILES from LONDON).—Elegantly fitted and well-stocked pharmacy for disposal owing to private circumstances; present returns approximately £30 weekly with good scope for steady development; excellent living accommodation; main road situation; good class trade; purchase price approximately £1,150.

(C4) HAMPSHIRE.—Old-established retail business situated in popular holiday resort near to prominent seaport town; living accommodation; returns for last financial year approximately £2,500; no near opposition; vendor open to accept reasonable offer; further particulars upon application.

(C5) LONDON (EASTERN SUBURB).—Exceptionally good profit-earning business showing returns of upwards of £40 weekly; N.H.I. scripts average 500 to 700 per month; net profits approximately £650 per annum; long lease at moderate rental, or property could be purchased at reasonable figure; good scope for increase; reason for disposal, owing to semi-retirement; every facility granted for investigation.

(C6) BUCKS.—Pharmacy well situated in growing high-class neighbourhood; returns for 1931 financial year upwards of £1,300; business ideally situated amid beautiful surroundings; excellent scope for increase as the district is extending; good living accommodation; premises well stocked and beautifully fitted; purchase price for quick sale, £750, or near offer.

(C7) NORTH WALES.—Pharmacy well situated in promising seaside resort, showing returns of approximately £40 weekly; should be capable of further increase; good reasons for disposal; purchase price £1,150, including stock and fixtures estimated at £900.

(C8) NORTH WORCESTERSHIRE.—Old-established business, with optical connection, showing a net profit upwards of £600 per annum; modern premises with self-contained flat; little booking; good N.H.I.; to a genuine purchaser, with satisfactory references, the owner would be prepared to consider allowing part of the purchase price to remain over for a reasonable period on terms to be agreed upon.

(C9) EAST KENT.—Old-established business, showing returns of approximately £1,600 per annum; good panel; no opposition; living accommodation with garden; scope for further increase; purchase price approximately £1,000.

(C10) LONDON, S.W.—Pharmacy with optical connection situated on main road in prominent position; returns approximately £2,100 per annum, with good scope for increase, particularly as regards the optical side of the business. Freehold property also available for purchase; further particulars will be forwarded in strict confidence to genuine likely buyers.

(C11) HERTFORDSHIRE.—Up-to-date and well-fitted pharmacy, turnover approximately £30 weekly: N.H.I. scripts about 200 per month; rent and rates approximately £80; 14 year lease with option; reasonable purchase price.

(C12) LONDON, E.C.—Old-established pharmacy with excellent scope for further development, particularly under personal proprietorship; average returns for past three years approximately £2,250 per annum; present net profits to proprietor approximately £325; purchase price for quick sale £950; good reasons for disposing.

(C13) SOUTHAMPTON (NEAR).—Good class dispensing toilet and photographic business, with living accommodation; main road situation; average returns for past three years, under very depressed conditions, exceed £1,700 per annum; good scope for optics, if desired; reasonable purchase price; excellent opportunity for pharmacist who can afford to wait full results, as there is little doubt that the business should, within two to three years' time, develop into a really flourishing concern; the purchase price asked, however, is in accordance with present-time values and conditions. Further particulars will be supplied to genuine likely buyers upon application.

(C14) BIRMINGHAM.—Pharmacy, with herbal connection showing average returns of approximately £1,500 per annum; small house on premises; reasonable rental; long lease; price approximately £1,000 or valuation terms.

(C15) WARWICKSHIRE.—Pharmacy with good living accommodation, situated in growing district; returns average £2,000 per annum; lease and rental by arrangement; purchase price approximately £1,800.

(C16) MERSEYSIDE.—Recently-established pharmacy with good scope for increase; present returns approximately £15 weekly; modern house with separate entrance; purchase price for quick sale, £480.

Quotations for Stocktaking or for Pricing Chemists' Own Stock Records Supplied on Application.

JOHN BRIERLEY, F.N.A.A.
CHEMISTS' VALUER AND TRANSFER AGENT,
135 Queen Street, Newton Heath, MANCHESTER
Doncaster (near)—Drug Store, ret. £950 p.a., modern house, £425.
Manchester—Several exclusive offers, £450 to £1,200.
Southampton—Returns £1,750 p.a., £1,275. (Another £550.)
Berkshire.—Returns £1,600 p.a. (very profitable), price £1,000.
Others, Birmingham, Harrogate, Bolton, etc. (*Tel.: Failsworth* 1913.)

The ASSOCIATION of MANUFACTURING CHEMISTS,
LIMITED
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KIMBERLEY HOUSE, Holborn Viaduct, LONDON, E.C.1 *and at* EXCHANGE CHAMBERS, 2 Bixteth St., LIVERPOOL
PARKIN S. BOOTH, Valuer. *Tele.: CITY* 1261-2-3-4.
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

BUSINESSES FOR DISPOSAL.

BLACKPOOL.—Chemist's well-established Business, stock, fixtures, goodwill; returns average £23 weekly for last 3 years; takings in 1932 up to May 21 slightly exceed takings over same period 1931; immediate possession available before season begins or to suit purchaser; reasonable rent; good house with sea view and private entrance adjoins. 207/2, Office of this Paper.

BASCHURCH, SALOP.—For Sale, Chemist's Mixed Business in country; present rent, house and shop, £40 per annum. Apply R. P. Price & Son, Auctioneers, Shrewsbury.

BRADFORD.—Suburban Drug Stores; established 40 years; death vacancy; nicely fitted; good stock; shopping centre; busy main road; through failing health of late owner returns decreased to £500; good house; rent £52; rates £28; all at £300; good opening for Chemist. Marsden, Valuer, 29 Oakwell Crescent, Leeds.

CITY OF LIVERPOOL.—Exceedingly well situated lock-up Pharmacy; established over two years; no living accommodation; turnover last year £1,670; net profit £450; practically all cash; very easy to run; good scope; price, stock at valuation, fixtures at cost, and a reasonable amount for lease and goodwill; genuine buyers will get a "square deal." Apply 209/17, Office of this Paper.

LEICESTERSHIRE.—Village Chemist, mixed business, £12 to £16 weekly; owner buying larger business so will accept fair offer for stock and fixtures; property, shop and three rooms, £300 freehold, or lease granted. 207/26, Office of this Paper.

LONDON, W.3.—Average last 3 years £1,400; Light Retail and N.H.I.; Kodak Agency; 14-year lease available; good modern front; rooms for living over; price £550. "Administrator," 206/30, Office of this Paper.

LONDON, S.W. SUBURB.—High Street (thickly populated middle-class district). Double-fronted Corner Shop with living accommodation; takings £30 per week, increasing; opening for Optics; valuable lease; price £675, all at; part can remain. Preston & Partners, 29 Ludgate Hill, E.C.

LONDON, S.W.—Main road, in prominent position; living accommodation; lease 15 years; trade now £30-£35 per week, plus N.H.I. 600-700 per month; good reason for disposal; price £500, or offer; stock at valuation. 208/39, Office of this Paper.

LONDON, S.W.—Light Retail Business in a good-class residential district; returns about £1,000; low expenses; long lease; scope for increase; Kodak Agency; good opening for Optics; price for quick sale owing to illness £575. 208/33, Office of this Paper.

LONDON, N.W. (Good Residential Suburb).—Exceptional chance to secure good-class Family Dispensing and Photographic Business; average turnover £3,500; good profits; books audited; attractive modern pharmacy, in prominent position; excellent stock; good lease; price £2,500 cash, or close offer; applicants must furnish banker's reference. "Prompt," 204/337, Office of this Paper.

LONDON, N.E.—Established short while, showing extremely healthy signs, requires personal supervision; suit young, newly qualified man; price, all at £350. Full particulars by writing Owlett & Smith, 26 Budge Row, E.C.4.

NEAR Birmingham.—As going concern, old-established Photographic Dealers; good D. & P. connection; Kodak Agency; good opportunity for Chemist; stock and fittings at valuation; good living accommodation; owner retiring. 208/2, Office of this Paper.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366
CHEMISTS' VALUER & TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey
Offers prompt, personal, and confidential service in respect of VALUATIONS for all purposes, at fees consistent with the times.
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MANCHESTER (suburb).—Exclusive and genuine first-hand proposition, not previously offered; returns average for past 3 years approximately £2,400 per annum, auditor's figures; smart modern double-fronted lock-up shop; good position; main road; nice middle-class district; reasonable rent; lease; valid reason for disposal; no triflers entertained. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

NORTHANTS.—Established Business in main thoroughfare offered cheap for cash; average cash takings £30 per week; N.H.I. 500 per month; Kodak Agency; nice house; suit couple with small capital; low rent and rates. Further particulars supplied on request. 207/8, Office of this Paper.

A SMALL lock-up Chemist Shop, fitted 12 months ago, taking from £6 to £8 a week, to be Sold at cost price; there is opportunity for a capable young man with enough means to stock the shop sufficiently; the reason for sale, the owner has no means to stock it sufficiently; there is steady increase in the takings and the Panel. Apply "X.," 45 Grange Road, S.E.1.

CHEMIST and Optical Business, Lancashire health resort; main road; double-fronted shop in good residential neighbourhood; designed for single-handed; easy working; shop fitted in mahogany and well furnished Optical Room; excellent living accommodation; garden; room for garage; long lease; low rates; net profit £447; price £950. 209/32, Office of this Paper.

CHEMIST'S Shop for Sale, fitted and well stocked returns low under management, but can be much increased by competent person accustomed to modern Retail; lock-up only; South London suburb; price £200, but any reasonable offer considered. "Senex," 208/24, Office of this Paper.

LIGHT Retail and Dispensing Business on South Coast; established 70 years; approximate returns £2,100; good house, garden, side entrance, on main road; lease 18 years to run; rent £120; rates £40; goodwill, lease, fixtures £1,600; stock at valuation. Apply "Senna," c/o B.D.H., 30 Graham Street, City Road, London.

£130.—DRUG Stores and Herbal Sundries, North London; shop, 8 rooms, yard; two flats let off at 16s. 6d. and 21s. weekly; leaves rent of shop, two rooms, kitchen, yard at £1 weekly, clear; guaranteed a sure living; long agreement on lease; price for everything. "Advertiser," 126 St. Anne's Road, London, N.15.

£175 NET, all at, for quick sale, Drug Stores (house and shop), London, working-class district; busy main shopping thoroughfare; no important opposition; opened 12 months; reason for sale, lack of capital to stock properly; splendid chance for man with small capital to develop; good opening for N.H.I. Dispensing (two surgeries close to). Send stamped addressed envelope for full particulars. 208/19, Office of this Paper

BUSINESSES WANTED.

MIDLANDS OR SOUTH.—Private pharmacist, with full capital, requires sound genuine Business, capable of showing a net income of £1,000/£1,500 per annum; living accommodation preferred, but not essential; open to negotiate immediately for purchase of suitable proposition; all replies treated as strictly private and confidential. Ernest J. George, Sentinel House, Southampton Row, W.C.1. Telephone: Museum 8340.

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SALE BY AUCTION.

Removed for Convenience of Sale.
SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.
STOCK OF CHEMISTS' SUNDRIES and SHOP FITTINGS, Drug Run, Glass Counters, Silent Salesmen, Wall Showcases, Perfumery Cases, Mirrors, Office Furniture, Safes, Typewriters, etc.

B. NORMAN & SON

Will Sell by Auction at their Sale Rooms, as above, Wednesday next, at One o'clock.
View day prior. Catalogues on application.

APPOINTMENT.

COUNTY COUNCIL OF MIDDLESEX.

CHIEF ASSISTANT DISPENSER.

THE COUNTY COUNCIL invites applications for the post of Chief Assistant Dispenser (non-resident) at the Redhill County Hospital, Edgware, Middlesex, at a salary of £225 per annum, rising by annual increments of £5 to £250 per annum, subject to a small temporary abatement in view of the national situation.

Candidates must be graduates in pharmacy of a recognised University or hold one of the qualifications of the Pharmaceutical Society of Great Britain.

In addition to knowledge of Dispensing the officer appointed must be able to undertake simple Biochemical and Microscopical investigations, and will be required to devote whole time to the duties of the post, to contribute to the County Council's Superannuation Fund and for the latter purpose to pass such medical examination as the County Council may direct.

The appointment will be during the pleasure of the County Council and terminable by one month's notice on either side.

Applications, stating (1) name, (2) age, (3) qualifications and experience, accompanied by *copies* of not more than three recent testimonials, must be received by the undersigned not later than 25th June.

No special application forms are provided. Envelopes must be endorsed "Chief Assistant Dispenser."

Canvassing, directly or indirectly will be a disqualification. (C.D./3.)

ERNEST S. W. HART,
Clerk of the County Council.

Guildhall,
Westminster, S.W.1.
2nd June, 1932.

AGENCIES.

AGENTS possessing really first-class connection amongst Chemists, etc., required on commission basis, 15 per cent., to push the sale of Headache and Neuralgia Powders. The following territories are open and good prospects for energetic salesmen: Liverpool and the whole of Lancashire and Manchester. Give full particulars of other agencies carried and references. 205/20, Office of this Paper.

MANUFACTURER of goods sold by a large number of Chemists in all parts of the country invites applications from Representatives calling upon Chemists who can entertain an additional Agency on a commission basis. State full particulars, in confidence, first letter. Reply to 205/23, Office of this Paper.

MANUFACTURERS OF ADVERTISED LINES OF MERIT! Do you need representation in London? A well-known Sales Manager, who has recently set up business as Manufacturers' Selling Agent, would like to negotiate with a good house; his experience and close acquaintance with wholesale and retail trade buyers covers a long period; can furnish excellent references. Apply "P. H. E.," c/o Imperial Advertising Agency, 60 Strand, London, W.C.2.

REQUIRED, Sole Selling Agent for Automatic Cutting, Filling, Weighing and Wrapping Machines. Write P.C.B. 36/24, Office of this Paper.

DIRECTORSHIP.

DIRECTORSHIP WANTED.—A qualified Chemist and a business man with a unique executive experience of the Drug and Fine Chemical trade will be pleased to consider offers subject to satisfactory mutual arrangements; the advertiser is well known in wholesale and manufacturing circles. Write Box 745, c/o Davies & Co., 95 Bishopsgate, London, E.C.2.

PARTNERSHIPS.

MINOR, with capital, for modern up-to-date Pharmacy, with unlimited scope for increase; age not over 40. Full particulars to 209/8, Office of this Paper.

UNQUALIFIED owner of very progressive Retail business wishes to meet young, qualified Chemist with a view to Partnership for conversion; unlimited scope; lacks capital; references exchanged. P.C.B. 37/10, Office of this Paper.

FINANCIAL.

TOILETRY Company require energetic, up-to-date Co-Director Chemist, thoroughly experienced in production of complete range of Toilet and Saloon requirements; must be capable of taking complete control of this new branch of old-established company; one able to introduce new business and new lines preferred; exceptional prospects guaranteed one able to supply highest business and bankers' references and take up a financial interest. State age, qualifications, and give fullest particulars, in strict confidence, to 207/39, Office of this Paper.

PREMISES TO LET.

TO Let, Mansfield, Notts, Shop in main thoroughfare; 19 ft. frontage; 560 square feet ground floor; two storeys over; excellent opportunity for Chemist, Grocer, Furnisher; lease if required. G. Cox & Son, Auctioneers, West Gate, Mansfield.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

LONDON, S.W.—Qualified Assistant (male), age about 25, accustomed to a good-class Dispensing and Counter business. Apply, stating age, experience, and salary, to 206/39, Office of this Paper.

MANCHESTER.—Branch Manager, qualified, used to N.H.I. Dispensing, active and reliable; permanency for suitable man. Give particulars of experience, age, salary, and copies of testimonials; must be abstainer and able to take full charge. Apply 208/9, Office of this Paper.

NOTTINGHAMSHIRE.—Manager (qualified); previous experience in industrial business with large N.H.I.; knowledge of Wireless an advantage; keen Salesman and smart Window-dresser; house available. Give full particulars of age, previous experience, and when free to 204/334, Office of this Paper.

OXFORD.—Single young Manager wanted at once for a branch pharmacy doing Family business. Send fullest particulars of all previous experience, enclose photograph, and state when at liberty. Druce & Co., 118 High Street, Oxford.

SOUTH KENSINGTON.—Wanted, immediately, qualified male Assistant; age 24-30; must be accustomed to high-class Family and Dispensing business. Full particulars in first letter. "B. R. W.," 206/38, Office of this Paper.

A YOUNG, qualified Assistant (male or female) required; permanency; also an Apprentice, salary given. 'Phone East 5264, call 252 Burdett Road, E.14, or write full particulars salary, etc. Applicants not answered in three days respectfully declined.

ASSISTANT required; unqualified; good appearance and address essential; must be an excellent Salesman and Window-dresser. Send full particulars and state salary required. Applications not answered within 7 days respectfully declined. J. M. Hughes, Ltd., Chemists, High Wycombe, Bucks.

BOUTALLS, LTD., 150 Southampton Row, W.C.1, require the services of a qualified Locum from June 13 to October 8 inclusive. Please state age, experience, and salary required; London experience essential.

BRANCH Manager (London) required immediately by multiple shop company; must be qualified, experienced, fully capable, energetic, reliable, and proved business builder; salary, bonus on branch turnover, plus 10 per cent. on investment of £500 (in preference shares). P.C.B. 37/9, Office of this Paper.

COPPEN BROS. require a Locum (fully qualified) for their Richmond (Surrey) branch for two weeks commencing August 22; no Sunday work. Apply personally, 10-12, or by letter. Coppen Bros., Ltd., 12½ Carey Street, Vincent Square, Westminster.

JUNE 18 TO JULY 9.—Wanted, Junior qualified Assistant; state wages; interview preferred; high-class Dispensing, Retail and Photo; small knowledge Optics beneficial; references must bear full investigation. Enclose photo, to be returned. 88 Brighton Road, Worthing.

JUNIOR required for Store Business in London. Give full particulars of experience, height, wage expected, when at liberty. Applicants must have had good experience. 207/340, Office of this Paper.

LADY Assistant required for suburban business near Manchester; must be capable Dispenser and used to general Counter and Photographic trade. Reply, with full particulars of experience, age, salary required, etc., 209/9, Office of this Paper.

LOCUM Tenens required, August 14 to 30 inclusive; firm of Doctors. Apply 206/31, Office of this Paper.

LOCUM required for four weeks; two weeks in London East and two weeks London North, about July 4 to 16 and July 18 to 30 approximately; no Sunday duty. Please state age and terms. Easy distance Aldgate advantageous. "Locusta," 208/15, Office of this Paper.

MANAGER.—A vacancy occurs for a progressive Manager at a popular seaside town near London. Applicants must have had previous managerial experience, possess up-to-date ideas, and good organiser; Optics an advantage. State wage required, age, height, etc. 207/34, Office of this Paper.

QUALIFIED Manager for branch, age about 30, married, for good-class Retail and Dispensing business in country residential district; some knowledge of Optics an advantage; good living accommodation above shop; permanency with interest in business to suitable man. Apply, by letter, enclosing photo and full particulars, salary, and copy of references. Advertiser will wait for suitable man. Garlick, Chesham, Bucks.

QUALIFIED Locum required in mixed country business for four weeks, commencing June 13; abstainer; experienced in Agricultural business. Apply, giving references and stating salary required (outdoors), to G. M. Perkins, Chemist, Knighton, Radnorshire.

QUALIFIED lady or gentleman as Locum, June 13-25 inclusive; salary £3 15s. weekly; small business in country; board-residence arranged. 208/40, Office of this Paper.

QUALIFIED Manager, 35-40, required for business, N.W. London; must be tactful Salesman, capable Window-dresser and Prescriber; married man to reside on premises. Letters only (giving fullest details of experience) to S. F. Clark, Chemists' Valuer, 34 Marksbury Avenue, Richmond, Surrey.

UNQUALIFIED Assistant for West End district; evenings only, from 6 to 12 p.m.; no dispensing; permanency; one used to usual West End trade preferred; state wage expected. 204/336, Office of this Paper.

WANTED, Junior or Improver for Light Retail; moderate hours; time for study if required. State full particulars, age, experience, salary, references; photo, returned. W. E. Barker, Chemist, Burnham, Bucks.

WANTED, capable, conscientious Junior Assistant, with good Dispensing knowledge and not afraid of work; live indoors or outdoors; N.W. London; references must be sound. Full particulars first letter. 209/2, Office of this Paper.

YOUNG, qualified Assistant wanted as temporary Superintendent. Photo, references, and salary required in first letter. Philip Hudson, 98 Norfolk Street, Wisbech.

WHOLESALE.

A REPRESENTATIVE wanted immediately for old-established firm of Soap and Perfumery Manufacturers to call on Retail Pharmacists in Northumberland, Cumberland, Durham, Westmorland and part North Riding; smart, enthusiastic, young man required, who must reside on territory. Important.—Applications must give fullest particulars as to age, experience, etc., otherwise will receive no consideration. 204/338, Office of this Paper.

A SALESMAN of proved ability and standing required immediately by old-established Lancashire firm of Manufacturing Chemists and Druggists' Sundriesmen to take over existing connection, Lancs, Cheshire, part Yorks; must be known to Retail Chemists, etc., over this area as well. State experience, with age. Terms: salary, commission and expenses. 209/14, Office of this Paper.

DRUGGIST AND SURGICAL SUNDRIES.—Buyer and Stockkeeper required with thorough knowledge of the markets. Apply, in confidence, with full particulars, to the Surgical Manufacturing Co., Ltd., 83/5 Mortimer Street, London, W.1.

MANUFACTURERS of Cinema Spray Perfumes require representation in many districts; liberal commission basis only; state area required. Write 204/335, Office of this Paper.

PROFITABLE side line for Traveller calling on Chemists; liberal commission; sample can be carried in pocket; districts available: Lancs, Yorks, Eastern Counties, Midlands, Cumberland, Westmorland and Northumberland; only men with established connection will be considered. Write 204/332, Office of this Paper.

REPRESENTATIVES with first-class connection amongst Chemists and Druggists willing to carry good side lines required throughout Great Britain; districts allotted. Write fully, 204/333, Office of this Paper.

REPRESENTATIVES required for all Great Britain, excepting London and South, to carry as additional line an attractive pack of Maclean's Powders, retailing at 6d. and 10½d.; must have good live connection; commission (10 per cent.). Krust's, Ltd., 65 Marlborough Road, Hightown, Manchester.

WANTED, Representative, calling on Chemists, to carry as side line Surgical Articles; high commission basis. Apply P.C.B. 37/2, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME.)

A.A.—M.P.S., 26, keen, energetic and reliable, desires post; first-class experience; excellent references. Baker, 103 Listria Park, N.16.

A.A.—QUALIFIED; Locum or permanency; free immediately; fine all-round experience, including D. & P. Please ring (Mr. Leonard) Enfield 2614.

A.—YOUNG, qualified Pharmacist desires progressive situation; thorough all-round experience of Pharmaceutical business, Photography, Display, Salesmanship, etc.; house accommodation if available. 209/310, Office of this Paper.

A CHEMIST, unimpeachable character, requires position of trust; any branch of pharmacy; anywhere; free immediate service. Please state terms. "H.," 208/6, Office of this Paper.

A LOCUM; long or short period; qualified; long experience in all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Maida Vale 8212.

A PHARMACIST; 35; married; tall; unique personality; business builder; 10 years' Manager, City and Provinces; Photography, Optics, Appliances, Prescribing; free now; nominal salary. "W.," 128 Cavendish Road, S.W.12.

A QUALIFIED; 26; permanency or Locum; disengaged; 10 years Harrogate, London and Provinces; Manager 3½ years; knowledge all branches; Leeds or Birmingham preferred. Richmond, 92 Louis Street, Leeds.

A THOROUGHLY reliable, unqualified, tall Assistant; 20 years' first-class experience, Dispensing, Counter, Photo; business builder; quick, clean, accurate; disengaged. Johnstone, 3 Babington Road, Streatham, S.W.16. 'Phone 1087.

A THOROUGHLY reliable Unqualified Assistant, 35, not afraid of work; good Dispenser, Prescriber, Salesman, Window-dresser; highest credentials. 208/20, Office of this Paper.

ADVERTISER, unqualified, disengaged, desires temporary engagement or Locum; London and country experience. Ruffbead, 23 High Street, Olney, Bucks.

AS LOCUM.—Dates booked for ensuing summer; elderly; qualified; terms reasonable. "L.," 49 High Street, Cheadle, Staffs.

ASSISTANT (lady, Part I) desires post until September; South Coast preferred; quick Dispenser, N.H.I. and Private, good Counter-hand and Window-dresser. Hurd, 1 Denne Parade, Horsham, Sussex.

ASSISTANT; qualified; Scot; age 26; recently returned from the East; 10 years' experience; Counter, Dispensing, Window-dressing; excellent references; disengaged now. "M. A. W.," The Fornet, Dunecht, Aberdeen.

ASSISTANT, unqualified, 24, desires position until September; Devon or South-West; tall; all-round experience. "Selo," 13 Bridge Street, Exeter.

ASSISTANT (lady), unqualified, age 20, desires post from middle of July to end of September; previous Hospital experience; now shop experience wanted. McLeary, 42 Mesnes Road, Wigan, Lancashire.

ASSISTANT (Part I); 35; married; good seaside experience; expert Window-dresser, good Salesman; permanency. 43 Hill Street, Reading.

ASSISTANT; 25; tall; smart appearance; 10 years' experience Dispensing, first-class Window-dressing, Photography; excellent references; disengaged. Jones, 17 Pontefract Road, Wombwell, Yorks.

ASSISTANT, unqualified, requires berth; permanent or Locum; anywhere; Counter, N.H.I. and Windows; moderate salary; disengaged. "Statim," 48 Lillie Road, Fulham, S.W.6.

ASSISTANT unqualified, 40, desires engagement; single; temporary or permanent; Counter and Dispensing experience; sound references; go anywhere. 208/21, Office of this Paper.

ASSISTANT, unqualified; 37; married; permanency or holiday relief; trustworthy; excellent references; good all-round experience. 208/26, Office of this Paper.

AT liberty, age 21, requires post with good-class Dispensing Chemist; moderate salary for experience; London district. Apply 206/37, Office of this Paper.

AVAILABLE immediate service; Locum or permanent; any capacity; gentleman; qualified; experienced all branches; unimpeachable testimonials. "H.," 107 Kimberley Road, W. Southbourne, Bournemouth.

BIRMINGHAM.—Qualified Lady desires position; experienced and capable; permanency or locum. 208/14, Office of this Paper.

CAPABLE; unqualified; 45; Counter, Prescriber, Windows, Surgical; used to heavy N.H.I.; excellent references. "A B.," 2 Walham Grove, S.W.6.

CAPABLE Assistant, 26, unqualified, London and Provinces, experienced Dispensing, Counter, etc., desires immediate engagement; Locum or permanency; anywhere. "Aspirin," 10 Cheltenham Place, Halifax, Yorks.

CHEMIST; qualified; 41; good experience, Dispensing, Prescribing, Photo; good Window-dresser; anywhere; free now. 208/7, Office of this Paper.

COMPETENT unqualified Assistant, 20 years' Retail experience, requires situation where good Salesmanship and Dispensing ability are essential; good Window-dresser; married. "M.," 12 Benn Street, Rugby.

EASTERN COUNTIES. — Photographic and Dispensing Chemist (M.P.S.) seeks progressive situation; managership or position of seniority desirable. 209/31, Office of this Paper.

EXPERIENCED Assistant; 23; Dispensing, Counter, Photography; F.S.M.C.; Public School education; low salary; reading for M.P.S.; London or South Coast preferred. A. D. Thornton-Jones, 56 Penylan Road, Cardiff.

GENTLEMANLY Assistant; 25; 5 ft. 10½ in.; London and Seaside experience; high-class Dispensing, Photographics, Veterinary. Maule, 29 Coton Crescent, Shrewsbury.

LADY Book-keeper-Dispenser (Hall), also C.M.B. and general nursing, requires post, Doctor or Chemist; some experience; age 40; disengaged now. Spencer, 34 Hayes Road, Clacton-on-Sea.

LADY Assistant; whole or part time; good Dispensing and Retail experience. "D.," 403 Romford Road, Forest Gate, E.7.

"LIVE WIRE."—Unqualified Assistant; 20 years' experience, Dispensing, Photography, etc.; excellent Salesman and Window-dresser; business builder; capable taking charge, sober, trustworthy, and a real worker, of good appearance and address; moderate salary; permanency; chance promotion desired; age 35; height 5 ft. 8in.; married. Lawton, Seaforth Terrace, Harehills, Leeds.

LOCUM; 31; qualified; disengaged July 3. Mr. Higson, c/o Croft, Chemist, Southampton Street, Reading. 'Phone: Reading 603.

LOCUM or Assistant; disengaged; abstainer; experienced; highest references. "G.," 142 Hill Lane, Southampton.

LOCUM; qualified; disengaged June 5 to 12, June 26-July 9. Wood, 33 Union Road, Croydon.

LOCUM or Manager; qualified; competent; reliable; twenty years' West-End experience; disengaged now. "Pharmacist," 18 Stanway Gardens, Edgware.

LOCUM or permanency; of good address; unqualified; all-round experience, Dispensing, Photographic, Windows and Counter; aged 25 years; splendid references. Apply 207/24, Office of this Paper.

LOCUM (London or near) or permanent. 100 miles Chester preferred; young, qualified man as Senior or Manager; disengaged this week due to business sale. Barker, 33 Wigston Road, Plaistow, London.

LOCUM; qualified; single; 34; as Manager or Assistant; disengaged. M. Gregory, 50 Grove Lane, Camberwell, S.E.5. 'Phone: Rodney 2719.

LOCUM or permanency; 40; unqualified; tall; Counter, Dispensing, Photography; abstainer; now free. Alexander, 189 Southampton Street, S.E.5.

LOCUM; qualified; middle age; well recommended; active; reliable; sold own business. "Chemist," 9 Saltcoats Road, Bedford Park, W.4.

LOCUM; 40; qualified; vacant June 5 to 11, July 3 to 9, July 24 to August 20. Hemingway, 39 Gloucester Road, N.4.

LOCUM or season; reliable experienced Dispenser, Counter; West-End experience; disengaged; seaside, country. Benson, Sandbach, Burwell Road, Leyton, E.10.

LOCUM; qualified (25); Manager or Assistant; open between June 6 to 11 and June 27 to July 16; 8 years' experience; first-class references. 13 Octavia Street, Battersea.

LOCUM; excellent references; disengaged to July and after September. "S. S.," 135 High Road, Lee, S.E.13.

LOCUM; qualified; experienced; some dates for season still vacant. Please send for particulars. Ridsdale, Blendworth, Horndean, Hants.

LOCUM; experienced; competent; reliable; highest references; disengaged June 13 until 30 and later dates; reduced terms; cut travel expenses; town or country. "Locum," Carne, Chemist, 165 Brecknock Road, N.19.

LOCUM; qualified; well recommended; registered R.P.U.; vacant dates, June 1 to July 9; Western Counties preferred (not essential). "Western," 208/35, Office of this Paper.

LOCUM, qualified, 26, having first-class West-End, coast and provincial Dispensing experience and sound references; free July 22. 209/11, Office of this Paper.

MANAGER or Assistant; qualified; good experience; quick and accurate Dispenser; speaking French; abstainer; moderate salary; now free. 208/23, Office of this Paper.

MANAGERSHIP, Registered Optical qualifications, full equipment, wanted June 1; active; middle-aged; tall; sound knowledge; 20 years' experience, 10 years West End; business builder; proven figures. "J. C.," 18 Duke Street, Chelmsford, Essex.

MANAGER-SUPERINTENDENT, medium size business; 50; married; no children; qualified Chemist-Optician; experienced every branch, Prescribing, Surgical special; moderate salary for comfortable berth. "M.P.S.," "The Glen," Mardy, Monmouth.

M.P.S., 24; experienced; Locum or permanency; free; London or provinces. "T. B.," 27 Torre Square, Torquay.

M.P.S. as lady Assistant, 21, tall, desires post for summer season; South Coast preferred. 208/29, Office of this Paper.

NORTH OF ENGLAND.—Qualified lady Locum; now free; tall; conscientious; excellent experience; accurate Dispenser. 20 Hotspur Street, Tynemouth.

NOTTS OR DERBYS DISTRICTS.—Locum, part time or permanent; unqualified; experienced; booking now for holidays. Howard, 30 Pimlico, Ilkeston.

PART TIME.—Qualified Chemist has evenings and week-ends free; Dispensing or Counter. Parkinson, 47 Sunnyside Road, Ilford.

PERMANENT engagement desired; Midland district preferred; thoroughly experienced; well recommended; Locum work undertaken. "E. H.," 64 Hunters Road, Handsworth, Birmingham.

PHYSICIANS AND SURGEONS.—Dispenser, Dresser, Male Nurse; 18 years' Medical, Surgical and Pharmaceutical experience; "Masseur"; South-East Coast preferred; present appointment 6 years. O'Neill, 48 Clare Road, Tankerton, Kent.

QUALIFIED requires post as Manager; previous experience; excellent references; good all-round knowledge of the business. "R. S.," 193 Wherstead Road, Ipswich.

QUALIFIED man, 32, attending classes in Optics, seeks work in London on Mondays, Tuesdays, Fridays and Saturdays and each evening excepting Wednesdays; qualified 1923; well experienced; moderate salary; references excellent. Morgan, 35 Wyndham Street, Treherbert, Glam.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

CLEAR OUT—your Old or Damaged Stock of Photo Goods
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

QUALIFIED; 51; single; active; gentlemanly; excellent references; occupation needed more than remuneration; disengaged. Salary and details to "Service," 208/12, Office of this Paper.

QUALIFIED seeks situation as Manager; would consider Partnership and invest capital in real genuine business. P.C.B. 37/14, Office of this Paper.

UNQUALIFIED; smart; active; middle-aged; married; just over from Canada; good references; or would buy Drug Store or Partnership; accept Agency. "Drugs," 96 Chester Road, Northwich, Cheshire.

UNQUALIFIED Assistant, 25, good general experience, urgently requires situation, anywhere; good references; moderate salary. "G.," 30 Rutland Park, Sheffield.

UNQUALIFIED lady Assistant requires part- or full-time post; London preferred. N. Turner, 29 Limerston Street, Chelsea, S.W.10.

YOUNG lady Dispenser (Hall) requires post with Doctor, Chemist or Institution. 207/17, Office of this Paper.

"Z. Y. X.," 70 South Street, Reading, qualified, energetic Manager, Senior, or Locum, seeks opening with prospects.

WHOLESALE.

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A FIRST-CLASS Counter-hand; keen, reliable and reasonable; good experience; Wets or Drys. "Amoss," 135 Seaford Road, N.15.

A PHARMACY-TRAINED gentleman, having an excellent Chemist connection throughout South Wales and the South and West of England, solicits correspondence with a house of repute desiring first-class representation on that territory; own saloon car; undeniable references. 208/22, Office of this Paper.

AN efficient young Chemist (M.P.S.) seeks appointment with good house; manufacturing preferred; some knowledge of Wholesale; would invest. 208/4, Office of this Paper.

EXPERIENCED qualified Representative, young, requires progressive position; Medical Propaganda, etc.; knowledge Therapeutics, Organotherapy; personality; good appearance; resident London. 207/33, Office of this Paper.

EXPERIENCED Chemist desires berth offering more scope; at present with London Speciality House—Chemists, Doctors and Vets.; can take control, organise, and produce new lines. Write 207/35, Office of this Paper.

IMPORTANT TO MANUFACTURERS.—Advertiser, a qualified Chemist, has had wide and successful experience in the Manufacture and Packing of Pharmaceutical Preparations and every description of high-grade articles for the Toilet, Creams, Pastes, Powders, Washes, Perfumes, etc., etc.; he has an intimate knowledge of marketing conditions and is accustomed to the control of a large staff. Please communicate 208/30, Office of this Paper.

PILLMAKER; disengaged; 25 years' practical experience of Making, Pearl and Sugar Coating; capable of taking charge. 209/5, Office of this Paper.

SALES Representative, 35, of tact and initiative, with 14 years' experience and an excellent connection throughout Lancashire, Westmorland, Cumberland and Cheshire, seeks progressive post. 205/24, Office of this Paper.

TO firms contemplating Packing Medicinal Preparations or Grocers' Sundries in the Irish Free State, gentleman (qualified Druggist) with wide and varied experience offers services; can terminate present engagement by one month's notice. 207/21, Office of this Paper.

WELL-EDUCATED Representative, 10 years' experience and personal connection Chemists, Hairdressers, Stores six Northern Counties on Toilet Preparations, requires progressive position; excellent references; salary, expenses basis. 205/22, Office of this Paper.

SALES MANAGER; 35; passed Incorporated Sales-managers' Association written examination; 12 years' business experience, Chemist Sundries, Packed Goods and Proprietaries; qualified by experience to manage sales and office staffs; can work under direction or assume full charge; reasonable salary where prospects and opportunities are good. 205/240, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

CASH Register, National, for Sale; small model; adds and checks takings; good working order. Write A. Lewis, 90 Sandringham Buildings, Charing Cross Road, W.C.

CHEAP FOR QUICK SALE.—1 oz. Fancy Perfume Bottles with gilt screw wadded caps, attractive design, new; also 1 gallon Stone Jars in wickers, unused but want washing; also ½ gallon white flint cork mouth Bottles, clean, and miscellaneous other Bottles. 206/4, Office of this Paper.

LABORATORY Furniture for immediate sale at very low prices, teak-topped Benches with pitch pine fronts, with cupboards and drawers; Fume Cupboard in same style, Sinks, Tables, Shelving, etc. 204/331, Office of this Paper.

TWO straight plate-glass counter top Show Cases, one mahogany, 6 ft. x 1 ft. 10 in., 9 in. deep, price £5; one oak, 4 ft. 6 in. x 1 ft. 10 in., 9 in. deep, price £2 10s.; the two for £6 10s., carriage forward; both perfect condition. Robinsons, Chemists, Skegness.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A COMPLETE PHARMACY FOR £50.—10 ft. Drug Fixture, drawers, glass labels and knobs; 10 ft. Serving Counter, show case front, movable shelves; 5 ft. Mahogany Dispensing Screen, mirror centre, show case each side, work bench and shelving over at back; 6 ft. Wall Case, show case at top, panelled doors under; Counter Silent Salesman, 30 in. high; 20 Shop Rounds, recessed labels. Call or write, RUDDUCK & CO., 219 Old Street, London, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' FITTINGS in polished oak or mahogany. 10 ft. Drugfitting, 30 drawers; 8 ft. Wallcase; 8 ft. glass front Counter; 6 ft. Dispensing Screen; two 4 ft. nests Counter Drawers; one nest 5 ft. 4 in. long; 6 ft. all-glass Counter; Silent Salesman; also Fittings to suit any Pharmacy. Lowest prices. 'Phone: Clerk. 5371. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1.

TREBLES' for Chemists' Fittings, Shop Fronts, Alterations, new or second-hand. Let us quote for your requirements. Pharmacy Fitters for over a century. 549 Lea Bridge Road, Leyton, London, E.10. Leytonstone 2475.

£100.—COMPLETE SET OF PHARMACY FITTINGS just removed from Exhibition, comprising latest types in oak and suitable for beginner or branch. Full details, sketches and particulars from or call and see at PHILIP JOSEPHS AND SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy fitters for over a Century."

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

2d. per word: Minimum 2s. (Box No., 1s. extra.)

FOR DISPOSAL.

(Articles up to the value of £5.)

"HARMSWORTH HOME DOCTOR," cost £6 6s., take £3 3s.; perfect condition; latest edition; purchased 2 months ago. Pratt, 30 Salisbury Road, Handsworth, Birmingham.

WANTED.

MIXING, Filling and Closing Machines for Tooth Paste; good condition. Particulars to 207/31, Office of this Paper.

Trade follows the Ad.

The absolute necessity for increasing British trade — Home and Export — is daily being emphasised by statesmen, business men and bankers.

It is nowadays generally recognised that advertising in a reputable trade journal, with a genuine appeal to actual buyers like

THE CHEMIST & DRUGGIST

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AFRICA:
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Arabia, Asia Minor, China, Dutch East Indies, Japan, Manchuria, Mesopotamia, Palestine, Philippine Islands, Siam and Syria.

UNITED STATES OF AMERICA. MEXICO.

Thus wherever the British Flag goes there also is THE CHEMIST & DRUGGIST, and the point to bear in mind is that it is sent regularly at the request of eager buyers of Drug-trade commodities who prepay 20/- to have it delivered to them weekly for twelve months. The firm with Drug-trade merchandise to dispose of, therefore, which is not advertising in THE CHEMIST & DRUGGIST is losing golden opportunities.

All particulars regarding available space, special positions, coloured insets, &c., from:

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49 County Buildings, Cannon Street, MANCHESTER. **19 Waterloo Street, GLASGOW.** **54 Fosler's Buildings, High Street. SHEFFIELD.**

And MELBOURNE and SYDNEY, AUSTRALIA. AUCKLAND, NEW ZEALAND.

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